

## Historic meeting announced as Thatcher leaves to visit Bush

# Gorbachov to see the Queen next month

● President Gorbachov will become the first Soviet leader for more than 20 years to be received by the Queen

● Mrs Thatcher left for Washington yesterday to say farewell to President Reagan and meet President-elect Bush

● He is believed to be anxious to take the opportunity of his visit to develop further Soviet trade with Europe

● She is planning to urge Mr Bush to push harder for an international peace conference on the Middle East

By Robin Oakley, Political Editor

President Gorbachov is to be invited to meet the Queen during his three-day official visit to London from December 12-14, a diplomatic coup for Mrs Thatcher which has arisen partly because of the tough line she has taken on Europe.

It will be the first full-scale visit to London by a Soviet leader for more than 30 years and it marks the special regard which Mr Gorbachov has for the woman who first told the West he was a man to do business with.

Mr Gorbachov, keen to integrate the Soviet economy much more with Europe, is said to have been impressed with Mrs Thatcher's warning to the Community not to erect

trade barriers against the rest of the world.

No details of Mr Gorbachov's meeting with the Queen had been fixed yesterday by a Buckingham Palace spokesman who said that he was coming. But it is likely that the Soviet leader will be invited for lunch.

Palace officials denied knowledge of any invitation to the Queen from Mr Gorbachov to pay a reciprocal visit

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to Moscow, but said they would not be surprised if such an invitation were issued while the Soviet leader was here. The Queen would then consult Mrs Thatcher and the Foreign Office before responding and it is unlikely that any such visit would take place for a year or two after that.

Mr Gorbachov will be the first Soviet leader for more than twenty years to be received by the Queen. In 1956 she granted Mr Nikita Khrushchev an hour-long audience at Windsor and in February 1967 Mr Alexei Kosygin had dinner at Buckingham Palace.

President Gorbachov, whose meeting was finalized only last weekend, is expected to arrive, with his wife, Raisa, late on December 12 and the main talks with Mrs Thatcher will take place at Chequers the following day before he leaves on December 14.

Mrs Thatcher is keen to maintain her dialogue with Mr Gorbachov, with whom she developed her remarkably warm working relationship in Moscow in the spring of 1987. She intends to question him about the progress of *glasnost* and *perestroika* and will discuss with him her recent visit to Poland, where she met the Solidarity leader, Mr Lech Walesa and urged General Wojciech Jaruzelski to grant the union legal recognition.

The main issues in their talks are expected to be arms control and disarmament and the Middle East, where Mrs Thatcher is keen to foster peace initiatives.

She is expected to press yet again that any deal in the strategic arms reduction talks must include a reduction in the Warsaw Pact's conven-

tional forces in Europe and in Soviet chemical weapons.

Downing Street was irritated by reports that Mrs Thatcher saw herself as an intermediary between President Gorbachov and President-elect Bush. It was emphasized yesterday, as she flew to Washington for meetings with President Reagan and Mr Bush, that she is not an intermediary but a firm ally of the US and of Mr Bush.

Mrs Thatcher has been less welcoming than other European leaders to the idea of financial assistance to the Soviet Union to help speed the process of reform. She does not want to see the Soviet arms effort indirectly subsidized. But Moscow emissaries have recently emphasized, on visits to London, the opportunities for joint ventures with British companies in developments in the Soviet Union, notably in the oil business.

Mr Viktor Orlik, a Soviet Embassy official, specifically endorsed Mrs Thatcher's approach yesterday when he said on BBC Radio Four's *World At One* that economic relations between countries should not be portrayed as a kind of charity. He said: "There is nothing wrong in tying credits to specific deals."

Mr David Howell, formerly a member of the Conservative Cabinet and now chairman of the Commons Select Committee on Foreign Affairs, said yesterday that the Russians had been impressed by Mrs Thatcher's controversial speech in Bruges, during which she warned her fellow European leaders to keep the Community outward-looking.

Moscow is anxious to develop more trade with Europe and does not want to see it become an economic fortress from whose markets it would be excluded.

Mr Howell, who recently visited Moscow, also said that in developing their own economy the Soviet leaders were more interested in the market theories practised by the Thatcher Government than by socialist economics.

Mrs Thatcher and Mr Gorbachov, who can talk toughly to each other without offence and whose conversations during her Moscow visit overran the time allowed on every occasion, have no specific initiatives in mind on this occasion but are expected to discuss their impressions of Mr Bush.

## Steroid suppliers may face 5-year jail terms

By John Goodbody, Sports News Correspondent

The Government yesterday proposed that unauthorized importers, producers and suppliers of anabolic steroids, the body-building hormone drug, will face up to five years in jail and unlimited fines. It is also suggested that anyone possessing anabolic steroids without a medical prescription could face up to two years in prison and a fine.

Mr Douglas Hogg, Under Secretary of State at the Home Office, is seeking comments from trade and professional bodies before bringing in legislation to amend the Misuse of Drugs Act 1971.

The Government has acted after articles in *The Times* revealed a massive trade in the drugs to gymnasia and sports clubs. Although anabolic steroids, which speed recovery from intensive training sessions, are banned by most sporting bodies, their possession is not illegal.

Football drugs, page 48

## Tax inspectors leaving for lucrative City havens

By Martin Fletcher and Tim Jones

The Government was warned yesterday that the Inland Revenue is heading towards a crisis unless it acts to stem the flood of highly trained tax inspectors who are leaving for lucrative jobs in the public sector. In some cases, senior inspectors can almost triple their salaries to £50,000 in a package that includes a company car, free health cover and other fringe benefits.

Mr Bill Hawkes, assistant secretary of the Inland Revenue Staff Federation, said that, to add insult to injury, many of them were snapped up by accountancy and legal firms to advise clients on how to avoid paying taxes.

"Unless something is done we are

heading for a crisis, with the service unable to retain the staff to do the job. The Government could lose millions of pounds in lost revenue."

And a partner with Price Waterhouse, the accountancy firm, who used to be a senior official in the revenue, said the Government must shoulder some of the blame for work dissatisfaction because of the "radical" staffing cuts it has introduced since coming to power.

The warnings follow the publication yesterday of a report by an all-party committee of MPs which reveals that inspectors are resigning from the Inland Revenue in ever greater numbers.

The report, by the Commons Public Accounts Committee, describes this

as a "growing cause for concern" and says the Inland Revenue must concentrate its efforts on "stemming the outflow of trained experienced staff".

In 1986-87, the report shows, the Treasury and Inland Revenue were alarmed when 168 left. But last year the number soared to a record 260. Of those, 112 were fully trained inspectors, 105 were inspectors but not fully trained and 43 were trainees.

The MPs noted that the loss of fully trained inspectors was extremely expensive for the Inland Revenue.

Mr Anthony Battishill, chairman of the Inland Revenue Board, told the committee: "We are filling the bath up at one end as fast as we can to try and keep the total numbers up, even though we are still losing trained

resources at the other end." The problem, the committee said, is particularly acute in London and the South-east and the Inland Revenue has commenced a programme called Exit London, which involves moving the work of 21 London tax districts to regional centres.

The Inland Revenue said this would cut by half the number of inspectors compulsorily transferred to London and would consequently reduce the number of resignations. In 10 years, the number of people employed in the revenue has fallen by almost 20,000 to 67,798, with a drop in the number of tax inspectors from about 10,000 to 7,200. A spokesman for the Inland Revenue said last night



Mrs Margaret Thatcher with schoolchildren in Downing Street yesterday before leaving for her farewell meeting with President Reagan.

## Trappings of state visit for farewell to Reagan

By Philip Webster, Chief Political Correspondent

The Prime Minister last night flew to Washington where she will urge Mr George Bush, the President-elect, to try to give fresh impetus to the Middle East peace process and to maintain the momentum of arms control negotiations with the Soviet Union.

Mrs Thatcher's two-day trip to say farewell to President Reagan and to begin a new relationship with Mr Bush has been granted all the trappings of a state visit, a mark of honour by Mr Reagan for the world leader whom he has said he most respects.

It has been given added significance through Mrs Thatcher's announcement on Monday night that Mr Mikhail Gorbachov, the Soviet leader, is to visit Britain next month, a decision that has again underlined her status as the most experienced Western leader.

Although Government sources emphasized yesterday that Mrs Thatcher is not acting as an intermediary between the United States and the Soviet Union, but as an ally of the United States, they

agree that Mrs Thatcher's advice will be valuable to Mr Bush as he prepares for his presidency.

Mrs Thatcher has turned her Washington trip into a family affair. On the RAF VC-10 with her as she left Heathrow yesterday were her husband, Mr Denis Thatcher, and daughter, Miss Carol Thatcher. Her son, Mr Mark Thatcher, and his wife, are to join them in Washington.



They have all been invited to the glittering state banquet to be held at the White House tonight.

Mrs Thatcher is staying at the historic Blair House, opposite the White House, which has been refurbished for use by visiting dignitaries. She will meet Mr Reagan this morning and then have lunch with Mr George Shultz at the State Department.

Later she will have talks with Mr Alan Greenspan, chairman of the Federal Reserve, before attending the banquet, which will again highlight the warmth of the relations established between Mrs Thatcher and Mr Reagan over the past eight years.

On Monday, during her Guildhall speech, Mrs Thatcher gave a foretaste of the tributes she will be paying Mr Reagan when she praised him for restoring the pride and leadership of the United States and giving the West back its confidence.

"He would leave America stronger, prouder, greater than ever before," she said.

Continued on page 24, col 1

## Cuban agreement on leaving Angola

From Ray Kennedy, Johannesburg

Agreement on terms and a timetable for the withdrawal of Cuban forces from Angola was reached yesterday in talks between South African, Angolan and Cuban negotiators.

The deal, after nearly five days of tough negotiations in Geneva, was orchestrated by Dr Chester Crocker, United States assistant Secretary of State for African Affairs, and could represent a crowning glory for President Reagan's administration.

However, no details were spelled out and Mr Neil Van Heerden, South Africa's director general of foreign affairs who led Pretoria's team cautioned the agreement was subject to approval by respective governments.

Shortly before the Geneva announcement, Mr R. F. "Pik" Botha, the South African Foreign Minister, commented cautiously: "The gap has narrowed down and we will have to study what this round has produced in detail to see whether there is possibility of an agreement."

The South African cabinet normally meets today and the meeting will be dominated by the Geneva talks, Mr Van

Heerden and his team had already booked their flights home before the statement signifying agreement was released.

The withdrawal of Cuban forces from Angola, which has been a battleground since independence from Portugal 13 years ago, is a key to the deployment of a United Nations peace-keeping force on the border of Angola and Namibia to implement UN Security Council resolution 435 which is the independence blueprint for Namibia.

South Africa claims to have withdrawn its troops entirely from Angola but alleges that Cuban and Angolan government forces are massed close to the border.

Mr Botha said yesterday that the Geneva negotiators would report fully on what deadlines and troop strengths Cuba and Angola had agreed to and these would be evaluated against South Africa's position to see if the narrow gap could be closed and a final agreement reached.

It is expected that the Geneva talks will be followed

Continued on page 24, col 4

£8,000

Portfolio PLUS Accumulator

● There was one winner of yesterday's £4,000 daily prize (see page 3), so the Portfolio Accumulator stands at £8,000. Prices: Page 29

## Check-up deadline

Charges for dental check-ups will come into effect on January 1 next year and free eyesight tests will be abolished on April 1 as part of the Health and Medicines Act 1988, which received Royal Assent yesterday.

The Act will also allow health authorities to set up services to generate income for the National Health Service and give them more flexible powers to set charges for private patients and overseas visitors.

INSIDE

## £13m Picasso

Picasso's "Maternity", a Blue Period painting showing a mother child was sold for £13.7 million to a South American buyer at Christie's, New York. Pages 15, 19

## Output falls

Industrial production fell 0.5 per cent in September, the first monthly fall since February, reversing recent strong growth in capital goods. Page 25

## FA drug policy

The Football Association is to ignore positive drug tests if it is satisfied that the prescribed substance has been taken in medicine. Page 48

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## NEWS ROUNDUP

## Damages sought against brigade

Legal history was made in the High Court yesterday when the St John Ambulance Brigade was sued for damages by a man injured at a motorbike scrambling event. It is thought to be the first time it has happened since the brigade, which attends events nationwide, was founded 100 years ago.

Mr Sean Cantley, of Cave Gate, Anstey, Buntingford, Hertfordshire, is seeking damages after an accident when he was taking part in a motorcross meeting at Elstow, Bedford, in April 1984.

Mr Cantley, then aged 15, came off his 125cc Yamaha and lay in severe pain and unable to move his right leg. Four St John volunteers went to his aid. He claims he lost the power in both his legs after the St John Ambulance men dragged him off the track and tried to stand him up, causing injury to his spine. He can no longer travel on public transport and by the age of 60 he may be confined to a wheelchair. The brigade denies liability. The hearing continues today.

## Search for RUC chief

The search to fill one of the highest paid, and most dangerous, police jobs in the United Kingdom will begin later this month when the Northern Ireland police authority advertises for the next chief constable of the Royal Ulster Constabulary. Several senior officers in English forces have been tipped as possible applicants when Sir John Hermon retires next spring, relinquishing control of the second biggest force in the country. The job carries a salary of £57,486.

## IRA bomb seizure

Thirty drums of nitrobenzene, enough to mount a big IRA bombing campaign in Northern Ireland, have been seized by police in the Irish Republic after a two-week undercover operation by armed detectives. It was hidden in a lorry container on a side road near Kells, Co Meath, on the main Dublin-Londonderry road. The discovery, on Monday night, was the climax of a surveillance operation as the IRA moved the container by lorry in stages of 30 to 40 miles a day from the south of the republic, to try to avoid detection.

## Peak District appeal

The National Trust yesterday launched a new appeal for £1 million to conserve the character of Britain's oldest and most visited national park, the Peak District. An earlier appeal set up in 1975 has raised more than £1 million. The trust now owns about one-tenth of the park, including 44 hill farms. It attracts some 18,500,000 visitors a year, but trust officials are concerned at the growing number of commuters and second home owners who have forced up house prices and are damaging the local economy in other ways.

## GCHQ hearings open

The first in a series of disciplinary hearings were held yesterday against staff at GCHQ who rejoined unions after accepting £1,000 to leave. Two employees of the Government's secret communication centre were told they will be dismissed unless they relinquish their union membership. Mr Alan Rowlands, a radio operator, will today become the dismissed member to leave his post. He will attend a union rally after a formal debriefing session at the radio centre in Cheadle, Staffordshire, where he works.

## English lose chess lead

The English team slipped up against Greece, the host nation, in the second round of the World Chess Olympics at Thessaloniki on Monday. England, seeded 2, gained only 2½ points out of 4. Speelman and Nunn won, Short drew but Mestel lost. After two rounds Peru with a maximum 8 points leads the 106-team field while England and the Soviet Union, who beat the Philippines by 3 points to 1 in round two, both have 6½.

## Extra cash for research into pollution

By Robert Matthews  
Technology Correspondent

The Government is about to announce a substantial increase in funding for research into the climatic effect of environmental pollution.

The Natural Environment Research Council (NERC) said yesterday that it had been given strong indications that most of the 25 per cent increase in funding it had requested would be granted, amounting to an extra £30 million.

Last week the research council's British Antarctic Survey, which discovered the hole in the protective ozone layer thought to have been caused by pollution, was allocated an extra £23 million over the next three years. Now other key research areas, such as how the Earth's climate will

respond to the increase in atmospheric pollution, are set to receive extra money too.

The boost in funding comes at a critical time for the research council, which has suffered a reduction in government support and consequent cuts in staff and research projects in recent years. It emerged yesterday that the British Antarctic Survey's ozone monitoring project was almost axed in 1982 because of a lack of funding.

In the council's annual report, published yesterday, Mr Hugh Fish, the outgoing chairman, said British environmental research would suffer "major damage, recovery from which would take years of rebuilding", unless the funding squeeze was halted.

However, Professor John Knill, the council's new chairman, said yesterday that over the past few months

there had been a "sea change" in the perception of the importance of environmental research.

The change in Whitehall's attitude to the council's work comes after a series of studies, commissioned by the Department of the Environment in May, on the impact of climatic change. Those studies painted a stark picture of a "greenhouse" Britain surrounded by a £5 billion sea wall to protect coastal regions.

The council is now to receive the money it needs to investigate the accuracy of such scenarios. "Put simply, I think NERC's time has come", Professor Knill said.

One key project to benefit from the extra funds is the biogeochemical ocean flux study, which aims to find out if the oceans can help fight the greenhouse effect. Scientists working

for the research council have discovered that microscopic organisms in the sea have the ability to absorb carbon dioxide, thought to be a principal cause of the greenhouse effect, and then rapidly sink to the sea bed.

The council is already spending £2 million a year to investigate whether that biological "mop" can work fast enough to offset the increase in man-made carbon dioxide. The council hopes to boost the project by a further £2 million a year.

However, Professor Knill said that, in spite of the extra money, all but the most crucial pollution monitoring projects are likely to remain on the brink of extinction.

That is despite the importance of such work, and NERC's undoubted reputation in the field.

## Secret Aids test to affect 200,000

By Our Social Services Correspondent

The Health Education Authority yesterday outlined a programme of anonymous testing for the Aids virus, which it would like introduced as soon as possible.

The programme, costing between £2 million and £3 million, to screen 200,000 people, would involve Aids tests on routine blood samples taken for other purposes from people attending hospitals, clinics or their GPs.

The samples arriving at the HIV-test laboratory would be identified by age, sex and geographical area. People would not be told if they were being tested and would not be given the result, even if positive, as there would be no method of identifying the patient from the sample.

The Government is expected to start anonymous screening after pressure from several quarters, including the British Medical Association, the General Medical Council and the faculty of community medicine of the Royal College of Physicians. A decision is expected next month.

Dr Mukesh Kapila, deputy director of the authority's Aids programme, said that the aim of anonymous screening would be to give a more accurate national picture of the spread of the HIV virus.

"Aids is probably the greatest health problem of this century", he said. "A fog of ignorance is breeding prejudice, bigotry and fear. The information about how it is spread is critical."

He admitted there were ethical problems about not telling people if they were infected but suggested "voluntary named tests should be available for those wanting them."

## Parliament

Both Houses of Parliament were prorogued until next Tuesday, when the Queen's Speech will open the new session.

The following Acts received Royal Assent: Firearms (Amendment) Bill; European Communities (Financial) Bill; School Boards (Scotland) Bill; Copyright, Designs and Patents Bill; Health and Medicines Bill; Housing, Rate Support Grants, Road Traffic, Road Traffic Offenders, Road Traffic (Consequential Provisions) Bill; and the Northampton Act.

## Disabled are 'on the edge of poverty'

By Jill Sherman, Social Services Correspondent

Most disabled people in Britain are living on or at the edge of poverty, according to a government-commissioned report published minutes after Parliament rose yesterday.

The Office of Population Censuses and Surveys says that three quarters of the 6.2 million disabled adults in Britain rely on state benefits as their main source of income.

The report will put added pressure on the Government to increase benefits for the disabled. Two thirds of those reliant on benefits said they were only just getting by or had financial difficulties.

Even when disabled people worked they earned significantly less than able-bodied people. About 41 per cent of disabled people under pensionable age had incomes less than half the equivalent for the population as a whole.

There was little difference in the incomes of disabled and non-disabled pensioners.

The average income for all disabled adults and their families, excluding housing benefit, was £82.20 a week. Disabled couples of working age had an average income of only £91.70 compared with £136.50 for able-bodied couples. "Reliance on state benefits was high for all except

non-pensioner married couples", the report says.

Disabled people had to spend heavily to cover their extra needs. They spent on average £6.10 a week because of their disability.

Organizations representing the disabled said the report confirmed their worst fears of the low incomes of disabled people, and accused the Government of deliberately delaying publication of the report, so that it could not be discussed in Parliament.

"It confirms that the majority of people with disabilities are living on or at the edge of poverty", the Disability Alliance said. It represents more than 100 organizations.

Mr Nicholas Scott, Minister of State for Social Security, said substantial resources were devoted to helping long-term sick and disabled people through social security benefits.

"This report indicates that above pension age, where two thirds of disabled adults are found, the incomes of disabled and other pensioners are much the same. But below pension age, disabled people have lower incomes than the general population because they are much less likely to be earning", he said.

## Medical inventor honoured



Mr Richard Hermon-Taylor (left) and Professor John Hermon-Taylor with The Times/Barclays Bank award for innovation, for work on the diagnosis of pancreatitis.

By Our Technology Correspondent

Professor John Hermon-Taylor, of St George's Hospital medical school in London, was presented with The Times/Barclays Bank innovation award of the year yesterday.

It honours his invention of a biochemical kit which will help to provide early diagnosis of inflammation of the pancreas, an extremely painful condition which can be fatal.

Conventional techniques have difficulty in distinguishing between the more and less serious types of that condition. However, Professor Hermon-Taylor and Dr Brian Austen,

also of St George's, have found a way of detecting the condition and its severity through a urine test, using biochemical substances. It will be used in thousands of hospitals and medical centres.

Professor Hermon-Taylor said: "The great benefit of the kit is that it tells the surgeons what stage the disease has reached."

The kits are expected to produce annual earnings of more than £17 million worldwide for BioScience International, the London-based company set up by Professor Hermon-Taylor and Mr Rich-

ard Hermon-Taylor, his brother and business consultant.

They have established the business in such a way that the medical school will get a proportion of any royalties from the patent.

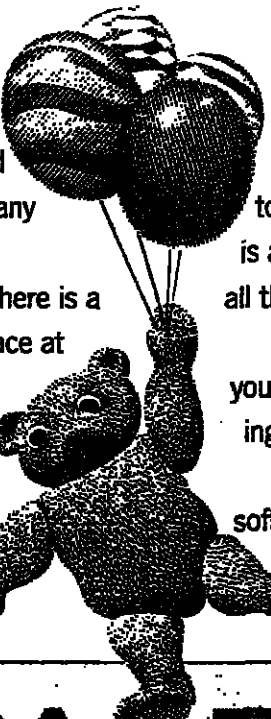
Mr Roy Waterson, Barclays Bank West Midlands Regional Corporation director, said Professor Hermon-Taylor and BioScience International were deserving winners of the award.

"The company's persistence and belief in its own product has finally paid dividends", he said.

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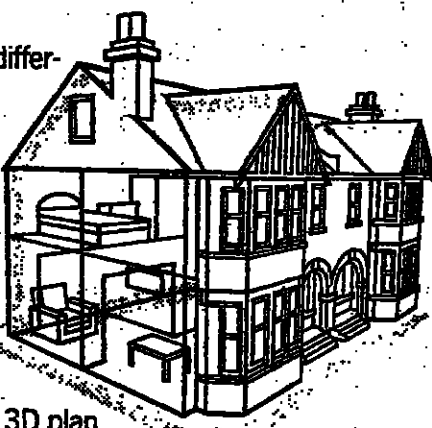
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cock-pit. Small wonder then that real-life test pilots use the Amiga as a training simulator.

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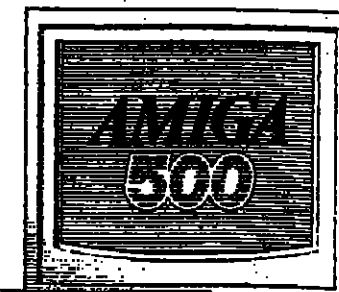
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# Girl, 12, murdered stranger on sordid day out, court told

By Craig Seton

A girl was aged 12 when she stabbed another girl to death in a chance encounter that came after a session of sexual intercourse, drinking, and aerosol sniffing while she was on a day out from a children's home, Northampton Crown Court was told yesterday.

The accused girl, now aged 13, appeared before the court charged with murdering Carol Baldwin, aged 13, in a Northampton park on March 26.

She was alternatively charged with Carol's manslaughter. She replied: "Not guilty" in a barely audible whisper when the charges were read to her. Mr Justice Tucker ordered that nothing should be reported which would identify the accused girl.

The court was told that Carol died from a single stab wound to the back after an exchange of words with her attacker as she walked across Lingswood Park to visit a friend.

Mr James Wadsworth, QC, for the prosecution, said that Carol's path crossed that of the accused and another girl, who were both in care at a children's home and school. The accused asked Carol her name. After hearing the reply, she said to Carol: "What would you call a girl who has been drinking and sniffing?" Carol replied: "A slag".

Mr Wadsworth told the court: "You will hear that if there is one single word which

makes the accused lose her temper, that is it".

He told the jury that the accused went for Carol who turned to run, but she was stabbed once in the small of the back with a knife which penetrated 2½ inches, severing her aorta. She collapsed and her body was found more than half an hour later by four boys.

Mr Wadsworth said that the "sordid story" which led to Carol's death began when the accused and her friend, together with two other children aged between 12 and 14, were taken into Northampton by the head of their children's home and school for an outing.

The children were given £2 pocket money and were allowed a free afternoon but were told to meet again with the head at 4.30pm.

The accused and her friend told the head of their intention of meeting some boys and after a shopping expedition during which they bought lager and cigarettes, they went to the home of one of the two boys, both aged 15.

Mr Wadsworth said the accused had sexual intercourse with one of the boys. They also drank some more and the accused was also keen to sniff aerosols. She tried furniture polish and a dog flea repellent.

By this time, the two girls had missed their appointment with the head, who reported them missing to the police.

later that night. The two girls went back into town and got lost.

Mr Wadsworth said that the jury would hear evidence that as the two girls walked across the park they saw Carol approaching about a hundred yards away and the exchange of words which led to the stabbing followed.

He said that after Carol was stabbed, it was the accused's friend who pulled out the knife. The wound caused an enormous loss of blood and internal bleeding.

After the incident, the two girls returned to the boy's house. One of them said: "We have been in a fight with a blonde girl. It got bad. We stabbed somebody".

In the early hours, the two girls telephoned the children's home. They were picked up by the police and taken to a police station where they were collected by their head.

Three days after the stabbing, the accused was watching a television report of Carol's killing. When the dead girl's photograph appeared on the screen she said "I've seen that girl before".

One of the girls who had been on the shopping trip in Northampton then telephoned the police and told the headmaster. Later, when the accused returned to the home from an Easter break, she was questioned by the police, arrested and charged with murder.

The trial continues today.

# Missing girl's route retraced

By Ronald Faux

Friends of Anna Humphries, the missing Shropshire girl, yesterday re-enacted her last known movements.

On a clear, frosty afternoon along a country lane near the village of Penley, North Wales, Francesca Mitchell, aged 15, waved goodbye to the girl playing the part of Anna, just as she had one week earlier. "Bye, see you tomorrow", Anna had said.

Five of Anna's friends were among children leaving the comprehensive school in Penley. They walked towards Ellesmere Lane, a country road bordered on one side by fields and the other by houses.

Suzanne McBride, aged 20, a medical secretary from Ellesmere, who is of similar appearance to 15-year-old Anna, walked with Francesca. She wore school uniform and carried a shoulder bag. At the junction with Llanerch-y-Penna Lane the two parted company.

Police believe Anna was abducted along the lane leading to her home at Hampton Wood two miles away.

As the girls re-enacted the walk, police stopped traffic and asked drivers if they were in the area a week ago and whether they could remember seeing anything.

Meanwhile, the search of countryside on Wenlock Edge, Shropshire, where one of Anna's shoes was found, continued yesterday.

Police remain anxious to interview David Evans, an unemployed farm worker, aged 31, from Bettisfield, Chwyd. It is thought he could have left for Dublin and a video recording of passengers on the boat service from Liverpool to Ireland is being checked for clues.



Anna Humphries' friend Francesca Mitchell (left) with Suzanne McBride, who stood in for the missing girl and retraced her last known steps yesterday.

# Witness is hidden as he tells of 'sex abuse'

By Mark Ellis

The first adult allowed to give evidence on video in a British court to shield him from his alleged attackers described yesterday how he became a victim of child sex abuse.

The man, aged 22, said at the Central Criminal Court that a director of a cleaning company indecently assaulted him after giving him massage to strengthen his muscles to play football.

Six men deny a total of 18 sample charges, nearly all of sexual offences against children. It is alleged that children, some as young as 10, were corrupted or sexually abused by the defendants.

The witness said he met Alan Delaney, aged 48, of Shirley Drive, Hounslow, west London, when he was aged 13. He added that Mr Delaney gave him a Christmas holiday job at his cleaning firm and by the next summer he was being given massage, which included sexual contact.

"Delaney gave me something I'd never had at home, someone to trust and someone to love", the man said. He lived at Mr Delaney's house after he left home at 17. "You could say I was in love in a way", he said.

Victor Burnett, aged 43, of north London, and Colin Peters, aged 45, a barrister of Chepstow Road, Bayswater, west London, called themselves "Mother Hens" and referred to the boys as "chickens", the witness said.

The other defendants are Ernest Whittington, aged 64, a caretaker's assistant, of George Lansbury House, Harlesden, north-west London; Patrick Norris, aged 19, unemployed, of Holly Close, Willesden, north-west London; and his half-brother Sean Norris, aged 18, also unemployed, of the same address.

The case continues today.

## 'Shoot-to-kill' inquest

# MP interrupts 'charade' of hearing

By Jamie Dettmar

A Northern Ireland MP yesterday interrupted the inquest into the death of three unarmed IRA men shot six years ago by a police undercover unit.

Speaking from the public gallery, in spite of being requested by the coroner not to do so, Mr Seamus Mallon, the SDLP MP for Newry and Armagh, told the inquest that it did not command the confidence of a sizeable section of the Northern Ireland community.

He asked Mr James Elliott, the coroner, to adjourn the hearing until such time that "people who have material evidence can give it and be subject to cross-examination". He alleged that the inquest

was a "charade" because the three police officers who shot the IRA men had not appeared at the inquest.

The coroner made no comment on Mr Mallon's intervention.

Yesterday, the inquest continued without the families and their solicitors being present and there was no cross-examination of Royal Ulster Constabulary witnesses.

The police inspector in charge of the RUC anti-terrorist unit that carried out the shootings explained how he had been told by his superiors to withhold details of the undercover operation.

The detective inspector, known as F, told the inquest

that on the morning after the shootings he and his men were reminded by Chief Supt V that there were "certain aspects of the operation that in the public interests were not to be disclosed".

Inspector F said that he had been told by his superiors that he and his men were to tell the "absolute truth" about the Special Branch surveillance involvement was not to be divulged.

Inspector F repeated the statement that led on Monday to two of the families instructing their solicitors to withdraw from the court. He again said that "it was well known that the men had boasted in the IRA that they would never be taken alive by the security

forces and I told my men that".

Det Constable N, a member of the Special Branch surveillance unit, E4a, said that he saw a Ford Escort containing McKerr, Burns and Tomari drive through a road block where police planned to arrest them.

He said he saw a policeman being "either knocked or driven aside" as the car accelerated.

"As the car continued I heard shots being fired", he said. "I proceeded to follow the Escort because I considered that the occupants might have thrown weapons outside or that they might escape".

The hearing continues today.

## Selling property

# Anti-gazumping code urged

By Colin Narbrough and Christopher Warman

The Government wants estate agents to adopt a voluntary code of practice to end "gazumping" and other unfair selling techniques, but part of the code could be made legally binding if professional ethics failed to improve.

It also backs the Law Society's recent proposal for watchdogs some of the cost of home-buying, such as surveys, to the vendor, and would like to see the idea of a pre-contract deposit developed.

Mr Tony Newton, Minister of State for Trade and Industry, acknowledged widespread concern about property transfer when he spoke out the Government's latest thinking yesterday to a London conference on estate agency regulation.

He suggested the main reason for that was the growth in home ownership which had brought many people into contact for the first time with estate agents and the process of selling houses.

The dramatic rise in property prices was another factor, Mr Newton said. With the present system of fixed percentage commissions, an agent's fees for a single transaction could be thousands of pounds. People rightly had high expectations in terms of the service provided, he said.

Mr Newton welcomed the Law Society's proposals for national standards of good conveyancing, in particular the idea of making the vendor responsible for local authority

searches, guarantees and planning permission.

The Law Commission's conveyancing standing committee, in a consultation paper, also suggested responsibility for establishing any defects in a house for sale, or any planning obstacles, should be shifted from the potential purchaser to the vendor.

Speaking of the committee's earlier proposal of a pre-contract deposit of 0.5 per cent of the agreed price, Mr Newton said it would not necessarily prevent gazumping, but he saw it as a deterrent that would ensure the purchaser received some financial compensation to cover the cost of wasted survey fees and so on.

Spectrum, page 15

# Cigarette firms fight tar limits

By David Cross

British tobacco manufacturers are opposing EEC plans to ban cigarettes with high tar levels such as Senior Service and Woodbine.

Imperial Tobacco and Gallaher said yesterday that they objected strongly to a draft EEC directive that would ban cigarettes with a tar content above 15 milligrams by 1992 and 12 milligrams by 1995. About 80 per cent of cigarettes produced in the community would be banned if the rules were introduced, they said.

Imperial Tobacco said the industry wanted a continuation of the existing voluntary agreement between the industry and the British Government which had brought down the average tar levels of cigarettes from 21 milligrams in 1972 to 13.6 per cent now.

Gallaher said the voluntary agreement had also cut cigarette consumption in Britain by 30 per cent since 1978, while leaving smokers free to choose their favourite brand.

# £40m safe deposit raid

## Sledgehammer shopping trip

A man involved with a gang accused of £40 million raid on a safe deposit centre at Knightsbridge, west London, told the Central Criminal Court yesterday of a shopping expedition before the raid to buy sledgehammers, chisels and screwdrivers.

Steven Mann, aged 39, of Brownlow Court, Hampstead, north-west London, pleaded guilty two months ago to robbery and handling "on the basis he did not actually participate, but had played a part in the planning and disposal".

Mann said he went on the shopping expedition around Selfridges department store with Valerio Viccio, one of five men pleading not guilty to the theft of cash and valuables from 120 boxes at the centre.

Mann said as they had a snack in the store's restaurant, Mr Viccio revealed what the tools were for. "I cannot remember if he said he was going to rob a safe deposit centre but we were talking

about safety deposit boxes. He said they would be easy to break into. He said that with some of the sanding discs and wheels he had bought you could cut through the back of the boxes like butter".

The five men pleading not guilty to the robbery in July last year are Valerio Viccio, aged 33, of no fixed address; Parvez Latif, aged 31, of Alverstone Road, Willesden, north-west London; David Poole, aged 48, of Spencer Road, Wandsworth, south-west London; Israel Pinkas, aged 47, antique dealer, of Finchley Road, Golders Green, north-west London; and Peter O'Donohue, aged 34, of St John's Wood High Street, north-west London. All deny robbery and all except Pinkas plead not guilty to possessing firearms with intent. Pinkas admits handling stolen goods.

Yesterday's hearing was told by Mr William Digney, a security guard at the safe deposit centre, that he was

watching a security camera in the main control office when two "gentlemen" carrying brief cases rang the back door of the centre. He watched as they were shown around by Mr Latif, part-owner of the centre.

When they came to the control office Mr Digney said he was grabbed and threatened with a pistol. He was handcuffed and ordered to show the raiders which computer buttons opened the grill doors to the vault containing the deposit boxes. Then he was chained to a pillar with another security guard, Mr John Fitzpatrick.

Their fear was heightened when the second robber pointed a shotgun at them and asked: "Shall I waste them now?" The first robber replied: "No, they are not going anywhere". Asked by Judge Lydney QC what he thought was meant the guard replied: "He was asking the first robber, should he kill us".

The trial continues today.

## Educating law students

# Teaching 'hospital' scheme proposed

By Frances Gibb, Legal Affairs Correspondent

Radical proposals to create the first "teaching hospital" for lawyers in Britain, in which law students would work alongside practising barristers and solicitors, have won initial approval from the Lord Chancellor.

The hospital, which would be modelled on those in the medical profession, would be created from barristers' chambers and a solicitors' practice working under one roof, in association with academics from a law degree course.

A key feature will be a free legal service for members of the public who cannot obtain legal aid, although the lawyers will also do a normal range of private practice.

Students will have direct access to five legal cases and be allowed to conduct minor cases for the public where legal aid is not available, such as in industrial tribunals.

The Lord Chancellor's of-

ficials have asked for further details of the proposals in the context of the forthcoming Green Paper on the legal profession. Those proposals are the brainchild of two barristers, Mr Tony Smith, QC, a crown court recorder, and Miss Nadia Sharif. They want to see the hospital in action by April if the minimum £50,000 funds needed can be raised.

Mr Smith says: "There is as yet no teaching hospital in which students can see and participate in the totality of the professional world, in which they intend to inhabit as trainee doctors can".

The proposals, a new venture in the way they link academic law with the "clinical" side, coincide with the shake-up of the legal profession expected in the Green Paper, with the new Legal Aid Board and the prospect of legal advice work being

opened beyond the profession. The hospital would not mean fusion between the scheme's independent barristers and solicitors but it could lead to more informal working arrangements between the two branches.

"The chambers and the solicitors' firm will be set up in accordance with existing professional conduct rules and will maintain the highest professional standards", Mr Smith says. "The lawyers will physically be side by side; but the real difference will be a joint commitment to vocational legal education."

The hospital would be in Birmingham and would operate with students from Birmingham Polytechnic's law degree course. The idea could be adopted where there is a flourishing Bar.

The Lord Chancellor, Lord Mackay of Clashfern, in a letter responding to the pro-

posals on his and the Prime Minister's behalf, said he was "particularly impressed by the imaginative basis on which the scheme is founded"; that is, that the practical supervised representation in cases should form part of the system of formal legal education.

The Attorney General, Sir Patrick Mayhew, QC, has also said he is "greatly impressed" and will commend the scheme in the "appropriate quarters".

Robinsons, a Bristol law firm, failed yesterday in the High Court to force the deputy chief constable of Avon and Somerset to submit to cross-examination at a pending court inquiry into whether solicitors' clerks have been unlawfully excluded from local police stations.

The court ruled that the judges who hear the judicial review application should decide whether cross-examination takes place.



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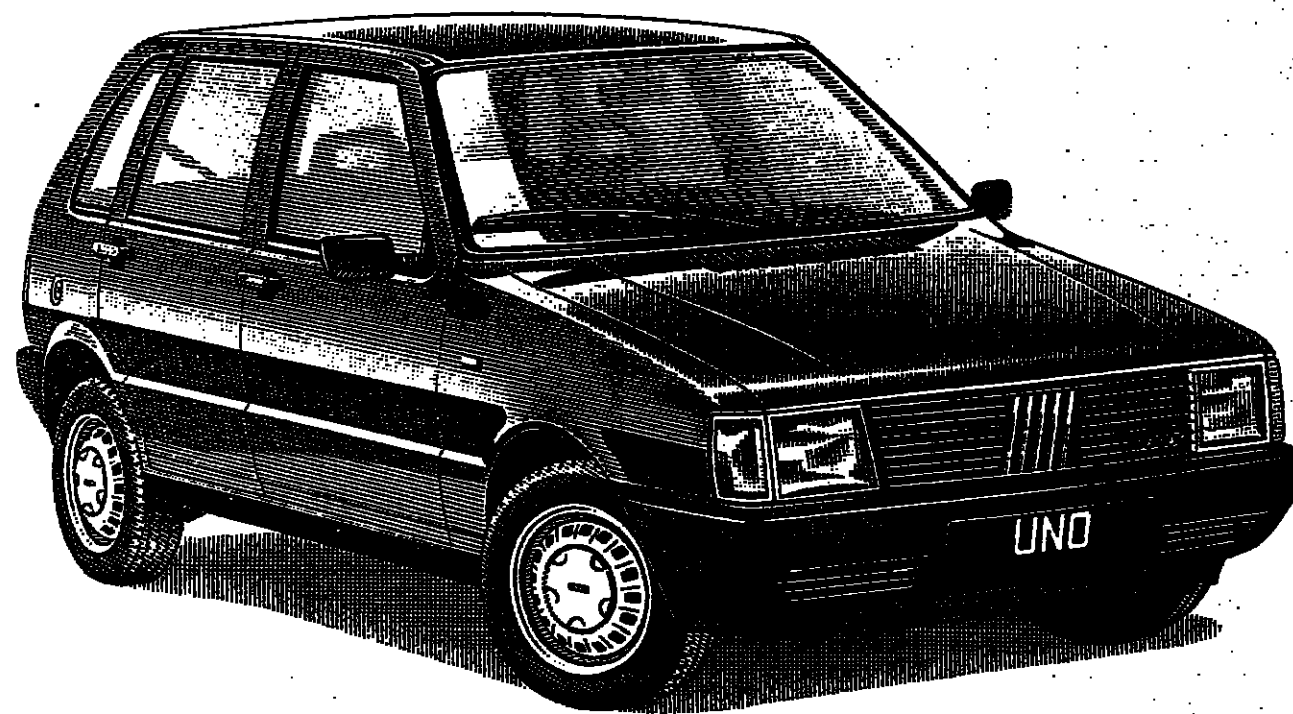
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# Baker seeks firm rules on teaching primary English

By David Tytler, Education Editor

Proposals for teaching English in primary schools in England and Wales, a central plank of the national curriculum, are too woolly, Mr Kenneth Baker said yesterday.

The plans pay too little attention to the teaching of grammar, and are not clear in what children should know at stages of schooling, the Secretary of State for Education and Science believes.

He is not convinced that the teaching methods suggested will adequately equip children for the assessment tests at seven and 11.

Mr Baker will have angered many critics by refusing to endorse a return to the teaching of grammar by rote. However, he does believe more attention should be paid to learning grammatical Eng-

lish, both in the spoken and written word.

The proposals from the English Working Group are being considered by the National Curriculum Council which, after consultation with teachers, parents, local education authorities, and other interested parties, will report back to Mr Baker by the end of February so that the curriculum can be introduced next September.

Mr Baker has told the council it should consider redefining "assessment targets" to ensure that they are sufficiently precise for the purposes of assessment. Teaching methods ought to "ensure that grammatical structure and terminology are appropriately reflected".

The minister has accepted

the contention of the working party, chaired by Professor Brian Cox, of Manchester University, that all children should be taught standard English but that there should be no "right or wrong" approach to the language.

The report says that in some circumstances, for example where friends are talking to each other, it is perfectly acceptable to use phrases such as "we was; he ain't done it; she come here yesterday; they never saw nobody"; he writes really quick; themselves".

The authors of the report and Mr Baker agree on the importance of every school-leaver being fluent in standard English, whether or not it is the native tongue. Children must know when it should be used, for example in applying

for jobs and in communicating with strangers.

Mr Baker's main concern is that the proposals as they stand do not pay sufficient attention to explaining rules of grammar. He has asked for more examples to be given of the way standard English should be used.

Both the report and Mr Baker acknowledge that many staff in primary schools, where there are few specialist English teachers, do not have a detailed knowledge of grammar. Many will have to undergo extra training to meet the new requirements.

The report says that children should leave primary school able to understand the spoken word, express themselves effectively; to read; to make themselves understood in writing; to spell; making mistakes, only in relatively infrequent words; and to write fluently.

The working party point out that the background of pupils — the way they speak, the books they read — will have a considerable effect on their ability to use the English language when they begin school. However, Mr Baker's officials say that proper teaching methods should mean that all children have a good working knowledge of English by the age of 11.

English for ages 5-11 (available by writing to Room 608, National Curriculum Council, Newcombe House, 45 Notting Hill Gate, London, W11 3JB).

## Mining a tourist bonanza



The minister responsible for tourism visited West Yorkshire's latest attraction yesterday — a disused pit at Wakefield where redundant miners work as guides. Mr John Lee, centre, said Capthorne colliery, already toured by 30,000 people, was "enjoyable and educational". It has been carefully preserved and one section tells the story of mining from Roman times.

## Britain is losing the space race, peers say

By Sheila Gann  
Political Staff

Britain will lose out in the space race because of the Government's refusal to back high-technology research ventures, the House of Lords select committee on science and technology says today.

The peers attack the government response to a report by the select committee criticizing the lack of enthusiasm and money for space projects. The committee had appealed to ministers to back projects such as the Hottel space plane, increase the space budget and take part in space projects with other European countries.

In its response to the report, the Government says it intends to keep the space budget at about £130 million a year. "Space activities cannot occupy a privileged place in the Government's public expenditure plans."

Lord Shackleton, committee chairman, said: "We were very depressed by the Government's negative reaction. Our comments are issued more in sorrow than in anger."

They were issued jointly with the Government's response, and say: "A statement of UK space policy should guide and inspire."

"The Government's statement, by contrast, lacks inspiration, and the committee have no confidence that with this leadership the UK will achieve all it can from space."

The only good news for British space policy was the Government's last-minute decision to take part in the Columbus space station project with other members of the European Space Agency.

"Nevertheless, unless we can summon up more enthusiasm for space we cannot rely on our partners [in the space agency] to go on collaborating with us."

Development of Hottel, likely to cost more than £5 billion, was beyond the scope of private industry, the committee says. It was disingenuous of the Government to say it would support UK companies' efforts to find collaborators but would not provide further financial support for the foreseeable future.

House of Lords Select Committee on Science and Technology: UK Space Policy, Government Response (Stationery Office, £2.20).

## Dickens and Dahl get a gold star

Charles Dickens and the Rev W Awdry, Frank Maier and James Herriot, Oscar Wilde and Beatrix Potter are listed among more than 200 authors recommended in the report.

Also included is Roald Dahl, who resigned his membership of the English Working Group last summer.

Eid Rhyon, best known for Noddy, and the Famous Five, is not among those selected.

However, the report emphasizes that many other authors not on the list also meet the working party's cri-

teria and that children and teachers can read any book they choose. It also concedes that few children would want to read Oscar Wilde, Charles Dickens and Rudyard Kipling on their own, although those writers might prove suitable texts for teachers to read aloud.

In selecting books, the report says: "The language used should be accessible to children, but should also make demands, and extend their language capabilities."

"The story should be ca-

pable of interpretation at different levels so that children can return to the book time and again with renewed enjoyment in finding something new. Most important, the books selected must be those children enjoy."

Other authors listed are Hans Christian Andersen; Terry Jones, the Monty Python star; Penelope Lively, a Booker Prize winner; Ted Hughes, the poet laureate; Jules Verne, Spike Milligan; Roger McGough, the poet; and Dr Saess.

## Pupils urged to challenge convention

By Douglas Broom, Education Reporter

Britain's public schoolgirls were yesterday urged by a leading headmistress to rebel against conventional attitudes to women and their role in life.

Miss Ena Evans, headmistress of the King Edward VI High School for Girls, Birmingham, told the annual conference of the Girls' Schools Association that teachers should encourage girls to challenge the status quo.

Miss Evans, the association's president, said: "I do not wish to give the impression that I want to see more pupils' militancy in schools. But, when so many in society express antagonism to negative mindless ways and others are totally apathetic, we must pay some attention to the art of bringing about change by democratic means."

"Our pupils are conscious that as

young women they are still likely to be pioneers in some careers and many of them are not slow to identify and to challenge attitudes which block the way to equal opportunities with men. However, I do wonder if the uncomfortable questioning so fashionable in the late sixties and seventies has given way to too ready an acceptance of the world as it is."

"A certain amount of impatience for change is healthy in the young and we fail as educationists if we do not equip them to strive for a better world as well as a better job."

Schools should organize themselves so that pupils had a chance to change the way they were run. Sometimes children were relieved when their efforts at rebellion failed because they recognized that they had been wrong to challenge

things in the first place. The future of democracy would depend on having enough people who knew how to kick out at things with which they disagreed.

She urged teachers to show caution when dealing with issues such as industry and the business of making money.

She said: "We are frequently reminded that it is no use discussing ways of sharing the cake of prosperity if there is nobody to make the cake."

"This is good as long as we do not allow wealth creation to overshadow other areas of social responsibility."

Later, Miss Evans admitted she had been something of an anti-rebel at school. She had led a campaign to retain school ties when her headmistress had sought to phase them out.

## Union chief 'was obsessive'

By Andrew Morgan

The former assistant secretary of the Prison Officers' Association told an industrial tribunal yesterday that Mr David Evans, the union's general secretary, became "obsessive" over unity among full-time officers over a pay claim and an alleged conspiracy, but then continued to work after the men took strike action and were dismissed.

Mr Philip Hornsby, aged 40, said that Mr Evans had called in five full-time officers told

them of a conspiracy led by the union's finance officer and other members of the national executive council to get rid of them all.

The five men took strike action on March 16 this year after feeling that an agreed process of arbitration on their pay claim had been flouted and Mr John Bartlett, the POA's chairman, had decided to refer the issue back to the council, the tribunal was told.

Six days later, the men returned to work but found

the locks had been changed at the union's headquarters in north London and Mr Bartlett refused to see them. The next day they were sent dismissal notices for alleged breach of contract.

Mr Peter Rushworth, the former deputy general secretary, and four former assistant secretaries, Mr Jim Kay, Mr Malcolm Thomas, Mr Jim Jeffrey and Mr Hornsby, are claiming unfair dismissal.

The hearing continues today.

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# Mellor tells doctors to combat race bias in health services

By Jill Sherman, Social Services Correspondent

The Government yesterday urged doctors and health service managers to take steps to eliminate racial discrimination in the National Health Service in both the way services are provided and employment practices.

Mr David Mellor, Minister of State at the Department of Health, called on family doctors to search out black and ethnic minority groups whose needs may not be met. "Scope exists for more to be done by GPs and others", Mr Mellor said. "As patients lists become smaller general practice should become less of a reactive service. We are looking for a service that is able to be much more proactive in dealing with these problems."

Regional health authorities

## Crime strikes at 80% of Asian shopkeepers

By Richard Ford, Political Correspondent

Eighty per cent of Asian shopkeepers in four areas of London have suffered from a crime or "incident", according to a report published by the Home Office yesterday.

Racially offensive behaviour and crime overlap with some of the 300 shopkeepers questioned who believed that shop theft and till snatches were racially motivated.

The study of racially offensive behaviour and crime in Muswell Hill, Brixton, Brent and Newham disclosed that 54 per cent of shopkeepers had been victims of shop theft and 17 per cent of robbery.

More than a quarter, 27 per cent, of those interviewed had been the subject of verbal abuse, 10 per cent had suffered graffiti and 8 per cent had been victims of racial harassment in the past year.

Four out of five shopkeepers had received no advice on crime prevention but

would now be held to account for service improvements for ethnic populations through the system of ministerial reviews, he said.

Mr Mellor's comments come after the publication of a critical report by the National Association of Health Authorities which claims that widespread institutional and individual racial discrimination exists in the NHS.

"There is very little evidence to show that the NHS has been flexible in responding to the differing needs of the changing population of Britain since 1948", the report says.

The standard of service provided was inappropriate to the diverse needs of multi-racial and multi-cultural Brit-

ain. There was also little evidence to show that the needs of blacks and ethnic minorities had been considered in all stages of planning, training and provision of health services.

"NHS provision is discriminatory, inappropriate, insensitive and even sometimes inaccessible to people from black and ethnic minority groups."

The report gives examples of hospitals failing to provide appropriate food to these groups and being unsympathetic to various religious practices.

The service also failed to respond effectively to diseases which particularly affect ethnic minority groups such as sickle cell anaemia and thalassaemia major.

It claims that ethnic minorities are given different treatment in psychiatric hospitals and are more likely to receive electro-convulsive therapy (ECT).

The report is the product of a working party set up by the National Association of Health Authorities and funded by the Department of Health.

It was chaired by Dr Ralph Lawrence and recommends that the Government should take the lead in integrating the health care needs of ethnic minorities into the review process and in introducing monitoring.

It should also ensure that black and ethnic minority groups gain representation on health authorities and family practitioner committees.

"The NHS was instituted for an essentially white population. We are living in a multi-racial and multi-cultural society", Dr Lawrence said. "The NHS is failing to represent the different needs of black and ethnic minority groups. There is no demand for special facilities, just different ones."

## Young Bruno confused, court told

The young Frank Bruno, the boxer, had the body of a champion but "the mind of a child", the High Court was told yesterday.

Mr Nick Pitt, a freelance journalist and former reporter on *The Sunday Times*, painted a picture of a quiet, unsure young boxer on the second day of a dispute over the wealth he has built up.

Mr Al Hamilton, the man described as his coach and

"mentor" in the days before he was a household name, is suing Mr Terry Lawless, Mr Bruno's present manager, for part of his income, thought to be worth £250,000.

Mr Pitt told how Mr Hamilton introduced him to Mr Bruno before he turned professional.

In 1980 Mr Hamilton wanted advice on whether the boxer, then aged 18, should sign up with Mr Lawless or Mr

Burt McCarthy, a rival promoter. "Frank Bruno seemed to me to be totally confused by the situation. He didn't even seem to have a clear idea of what precisely a manager was."

"He was a very nice person, that was obvious. The second thing you noticed was his enormous stature. Then you realized after speaking to him that in this body was the mind of a child. He was a confused and vulnerable person."

# Russian maestro in rehearsal

GRAHAM WOOD



Mstislav Rostropovich, the Russian cellist and conductor, in rehearsal with the London Symphony Orchestra yesterday for a series of Shostakovich concerts. The first in the series of Shostakovich: "Music from the Flames" was performed at the Barbican, central London, last night. There will be five more, the last on December 15 when Rostropovich will play Shostakovich's "Cello Concerto No 1" which was dedicated to him. The conductor will be Shostakovich's son, Maxim. The earlier concerts will include Symphonies No 5 and No 8 and extracts from "Lady Macbeth". Dmitri Shostakovich, a good friend of Rostropovich, composed during the turbulent years in the Soviet Union this century and this is reflected in the title of the series.

## 'Every safety measure taken over Heyssel'

Every possible precaution was taken to prevent trouble at the 1985 European Cup final, the Heyssel stadium trial was told yesterday.

But the Brussels court was also told of the driving black market for tickets which made a mockery of efforts to segregate supporters for the Liverpool-Juventus game.

Albert Roosen, secretary-general of the Belgian Football Union, is charged with involuntary homicide over his handling of preparations for the game which left 39 people dead after a stampede by supporters. Mr Roosen, aged 72, said yesterday: "I certainly thought that everything possible had been done."

Herve Brochez, the former mayor of Brussels, faces lawyers seeking compensation for families of the victims. He said there was a split in responsibilities between the Brussels city police and the national "gendarmerie" but denied that hampered the policing of the match.

## Employment trends

### Part-time staff in demand

By Roland Rudd, Employment Affairs Reporter

Companies are increasingly recruiting permanent part-time staff because they find women more reliable, well-motivated and loyal, a survey said yesterday.

Research carried out among 157 organizations showed a big increase in the number of permanent part-time staff. A quarter of companies were employing more women than in previous years and more than half predicted they would recruit more regular part-timers.

Mrs Julia McIndoe, managing director of Part Time Careers, an employment company that conducted the survey, said: "There is a huge pool of under-utilized talent which employers will need to recruit to fill the vacancies created by the dramatic drop in the number of school leavers."

"The overwhelming majority of companies questioned agreed that this is the way ahead."

Married women, who can only return to a career on a part-time basis, are in demand because they are viewed as reliable and well-motivated.

Many employers said part-time working women, who are often in their forties and fifties, are less ambitious and

more loyal than younger staff new to the job market.

Sir Charles Villiers, former chairman of British Steel, said: "I am very much in favour of part-time staff, especially on the secretarial side where women find it difficult to work full time."

Job sharing is also enjoying greater popularity with 23 per cent of the companies employing two people twinned to cover one full-time job.

An initiative to increase the number of disabled people in the financial sector was launched yesterday by the Committee on the Employment of Disabled People.

## Shilton in claim for £20,000 tax refund

Peter Shilton, the England footballer, was wrongly taxed on a "golden handshake" and is owed £20,000 by the Inland Revenue, it was claimed in the High Court yesterday.

Mr Shilton, aged 39, claims the Inland Revenue was wrong to demand income tax on the £75,000 that Nottingham Forest paid him when he was transferred to Southampton in 1982.

Mr Andrew Thornhill QC, for Mr Shilton, who was not in court, said the payment was not income but compensation for giving up his old job, and was subject to tax exemption. Mr Shilton believed the principle, not the money was important.

The Inland Revenue argues that the £75,000 counts as part of his income.

The hearing continues today.

## Army inquiry

The Army began an inquiry yesterday after Private Shane Coles, aged 23, of the 1st Battalion, The Royal Hampshire Regiment, shot himself at Tidworth Garrison, Hampshire, before facing a court martial on forgery charges.

## Du Cann win

James Du Cann, aged 19, the son of Sir Edward Du Cann, former Conservative MP, won undisclosed libel damages against *The Sunday People* in the High Court yesterday over false allegations of drug trafficking.

## £75,000 libel

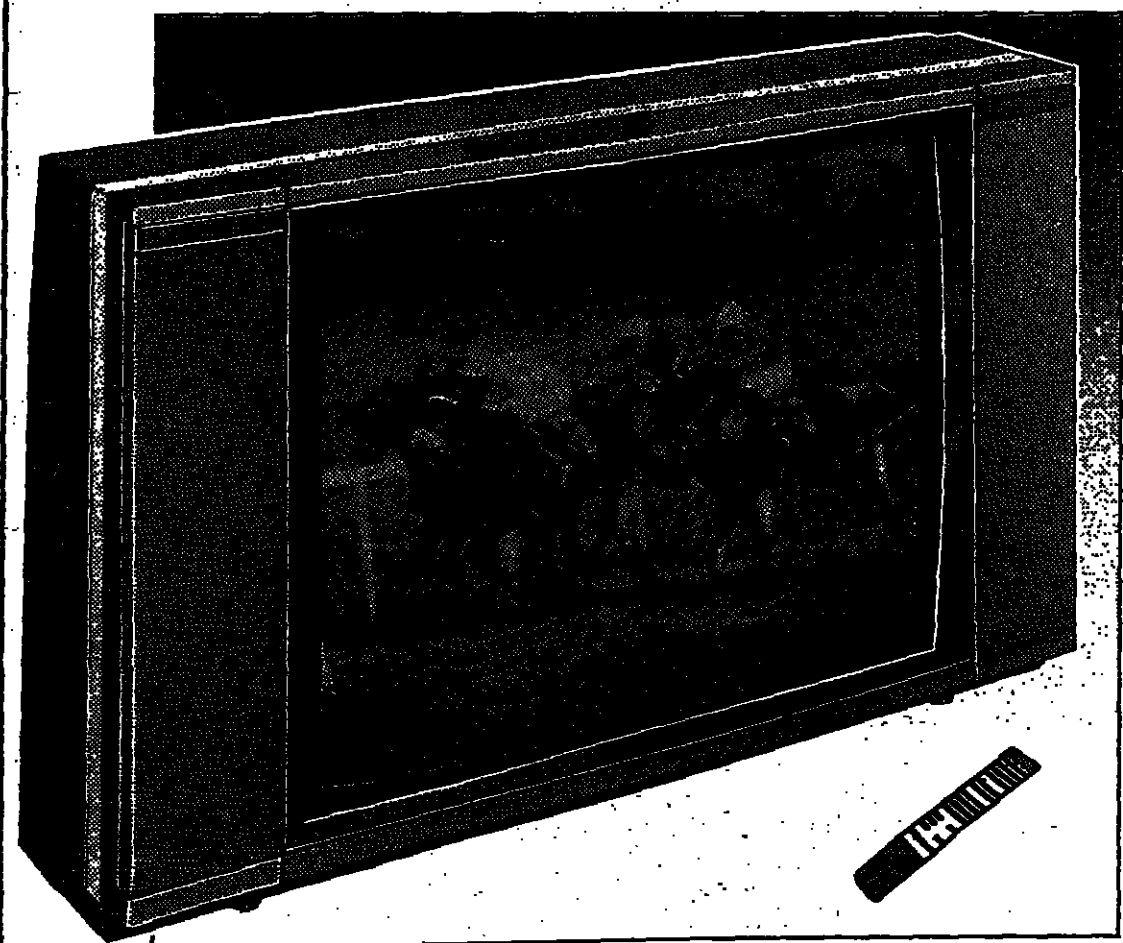
Professor Roger Scruton, a lecturer at Birkbeck College, London, won £75,000 damages against the *Observer* in the High Court yesterday over allegations that he was a secret National Front supporter.

## Airport record

Passengers using Stansted airport in Essex yesterday exceeded one million in a year for the first time. For the year ending March 1987, 550,000 passengers used the airport.

## QC for Lords

Mr Donald Macaulay, QC, is to be created a life peer to enable him to become Labour's spokesman on Scottish legal affairs in the Lords, after Lord Morton of Shum's appointment to the Scottish bench.



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## Parents may reject cancer vaccine for young girls

By Thomson Prentice, Science Correspondent

Scientists believe that a cervical cancer vaccine aimed at young girls may be socially unacceptable in Britain.

The vaccine, which could be developed in about five years, would work by neutralising specific strains of the human papilloma virus (HPV) which are transmitted sexually and are suspected of being a leading cause of the disease.

For the vaccine to be effective, however, it would have to be offered to girls before they became sexually active. Early intercourse is known to be an important factor in the development of the disease, which kills about 2,000 women in Britain and about 400,000 worldwide every year.

Other risk factors include cigarette smoking and the absence of barrier contraceptives, such as the condom and cap. The disease can be cured if detected by a cervical smear at an early stage.

Scientists involved in the work at the Imperial Cancer Research Fund believe there could be strong resistance from parents and pressure groups in Britain to the immunization of girls as young as nine against the risks of a sexually transmitted illness. However, the re-

search fund will today open a new tumour virus laboratory in Cambridge where it will concentrate on research into two possible vaccines to combat the disease.

The second type would boost the immune system in the cervix, thus reducing the risks of HPV infection progressing towards cancer, and which would be given to women found to be infected.

Dr Lionel Crawford, who is leading the research, said yesterday: "The first possibility should be easier scientifically but could prove socially unacceptable. The alternative is more difficult but may be more effective in the long run."

Work on the vaccine for children will go ahead in spite of potential opposition that may arise in Britain.

Cervical cancer is a leading cause of death among women in many parts of Africa, South America and China, and such a product would be more readily accepted there, the researchers believe.

"It is vital that any vaccine produced is cheap", Dr Crawford said. "The disease is killing up to half a million women a year, mainly in parts of the

world where they are too poor to eat properly, let alone spend a lot of money on vaccines."

Sexual intercourse at an early age increases the risks of the disease because the cells of the cervix seem to be more vulnerable during adolescence. Scientists know that girls who become sexually active in their early teens tend to have more sexual partners later, adding to the risks of HPV infection.

There are more than 50 different strains of HPV, which cause genital infections and which can be carried without symptoms by both men and women. Only a few of the strains are thought to have a role in the genesis of cervical cancer.

Yesterday the Family Planning Association said it would support in principle any preventative measures against cervical cancer. It said: "We would obviously want to see medical controls and supervision to ensure that it was properly used."

The British Medical Association said the vaccine's long term effects should be assessed before it was used widely.

## Green-fingered milliner

MARK PEPPER



Graham Smith, design director of Kangol, the milliners, who shows his collection of spring and summer hats today, has gone to the greenhouse for inspiration and plunked his trailing geranium still in its pot on to a neat pill box of moss (Liz Smith, Fashion Editor, writes). For another of his group of gardening top knots, the green-fingered designer trailed

brambles in among the crunchy chicken wire railing on a smart, deep-crowned straw picture hat. Meanwhile, frogs and water lilies swim on the brim of a glass-smooth straw pond, and piles of fruit, flowers and variegated foliage liberally decorate the rest. Mr Smith learnt the value of the dramatic as milliner at Lanvin-Castillo, the Paris couture house.

## Dog fight men given maximum sentence

Three men were each jailed for six months yesterday for their part in an illegal dog fight that was filmed on video.

Mr David Rowland, a stipendiary magistrate at Winsford, Cheshire, also banned each of the men from keeping a dog for 10 years.

They have been the subjects of obscene letters, malicious telephone calls and threats to their families and one had been forced to move house.

The magistrate said: "What was underlined in the video tape was the callous indifference of at least two of these defendants to the suffering they caused to these dogs". He hoped the sentences would deter others from taking part in such "barbaric activity which should have finished in the Middle Ages".

The RSPCA, which brought the case, said later it was the first time the maximum six-month sentence had been imposed. Recordings were often made of fights to enhance a dog's stud value.

Kenneth Ryder, aged 33, of Brockstead Avenue, Bryn, Ashton-in-Makerfield, Greater Manchester, admitted causing the dogs to fight at Ellesmere Port, Cheshire, and Michael Thomas Brown, aged 33, of no fixed address, admitted assisting at the dog fight.

Both had originally denied the charges, but changed their pleas after the video tape was played in court.

Paul Butler, aged 27, of Shore Close, Ellesmere Port, admitted at an earlier hearing causing the dogs suffering and causing them to fight.

The court was told Butler was serving three years for other offences not connected with dog fighting. Mr Rowland sentenced him to two concurrent six-month terms to be served at the end of his current sentence.

## Shake-up demanded in tour industry

By Shona Crawford Poole, Travel Editor

Dirty beaches, dangerous roads and slapdash tour operators must be improved, a report on European travel and tourism says today.

The Consumers in the European Community Group makes more than 100 recommendations to be implemented before 1992.

It is a scandal that tour operators "put their names all over their brochures, yet if anything goes wrong, the holiday miraculously ceases in many cases to be any responsibility of the company concerned", Mrs Janet Graham, the group's chairman, said.

She welcomed the European Commission's draft directive on package holidays that proposes making tour operators strictly liable for the quality and safety of holidays. "There must be a clear rule on package holidays so that,

whenever a holiday is bought or taken in the European Community, all consumers enjoy the same level of protection against poor service and misleading claims", she added.

Key proposals include reform of air fares; improved aircraft and road safety; a clean-up of Europe's beaches and rivers; and easier cross-border shopping, with no limits on spending.

Package holidays with no surcharges or hidden extras; simplified procedure for emergency medical treatment abroad; EEC legislation on fire safety standards for hotels; and a 28-day cooling-off period for people buying time-share property.

The group's 28 members include the Consumers' Association, the National Consumer Council, the National Union of Townswomen's Guilds, the National

Federation of Women's Institutes, Age Concern and the Institute of Trading Standards Administration.

British hotel beds are more likely to give guests nightmares than sweet dreams, Egon Ronay says in his 1989 Guide to Hotels and Restaurants.

Hotel of the Year was the Savoy in London which was described as "still a very special hotel 100 years after first opening". L'Arlequin in Battersea, south London, won the restaurant award while The Old Bridge Hotel in Huntingdon, Cambridgeshire, was judged to have the best cellar. A new award, for Coffee Excellence, went to Rider Hall in Matlock, Derbyshire.

To Travel Hopefully - Travel and Tourism in the EEC (Consumers in the European Community Group, 24 Tufnell Street, London SW1P 3RP; £2).

## War criminals

### Waffen-SS 'not screened'

By Richard Ford, Political Correspondent

Thousands of members of the Waffen-SS found refuge in Britain at the end of the war because of limited screening of their past and the urgent need to end serious labour shortages.

German scientists, whose former Nazi connections were known to senior members of the British Government, were recruited to work on vital civil and secret defence research projects, according to a report of the all-party Parliamentary War Crimes Group.

It says that a list of 152 men to be traced in the British zones of Austria and Germany was drawn up as part of a plan to bring German scientists and technicians to Britain to help to rebuild industry in the post-war years. Some, the report says, had been employed by companies forced to pay compensation to families of victims taken from concentration camps for use as slave labour.

The group criticizes the lack

of concern shown by ministers and officials about the wartime activities of 90,000 displaced persons recruited to labour schemes in Britain after the end of the Second World War.

A government committee, chaired by Sir Thomas Hetherington, the former Director of Public Prosecutions, is investigating allegations that suspected Nazi war criminals found a safe haven in the UK. The committee, according to Mr Greville Janner, Labour MP for Leicester West, has been given a list of 250 cases to study.

Mr Janner, a leading Jewish MP, said: "The officials and, I regret to say it, the politicians who dealt with it, did not give a damn about the people who came here."

He said the report had been compiled under severe limitations with a vast number of documents kept hidden on security grounds.

The report investigates the

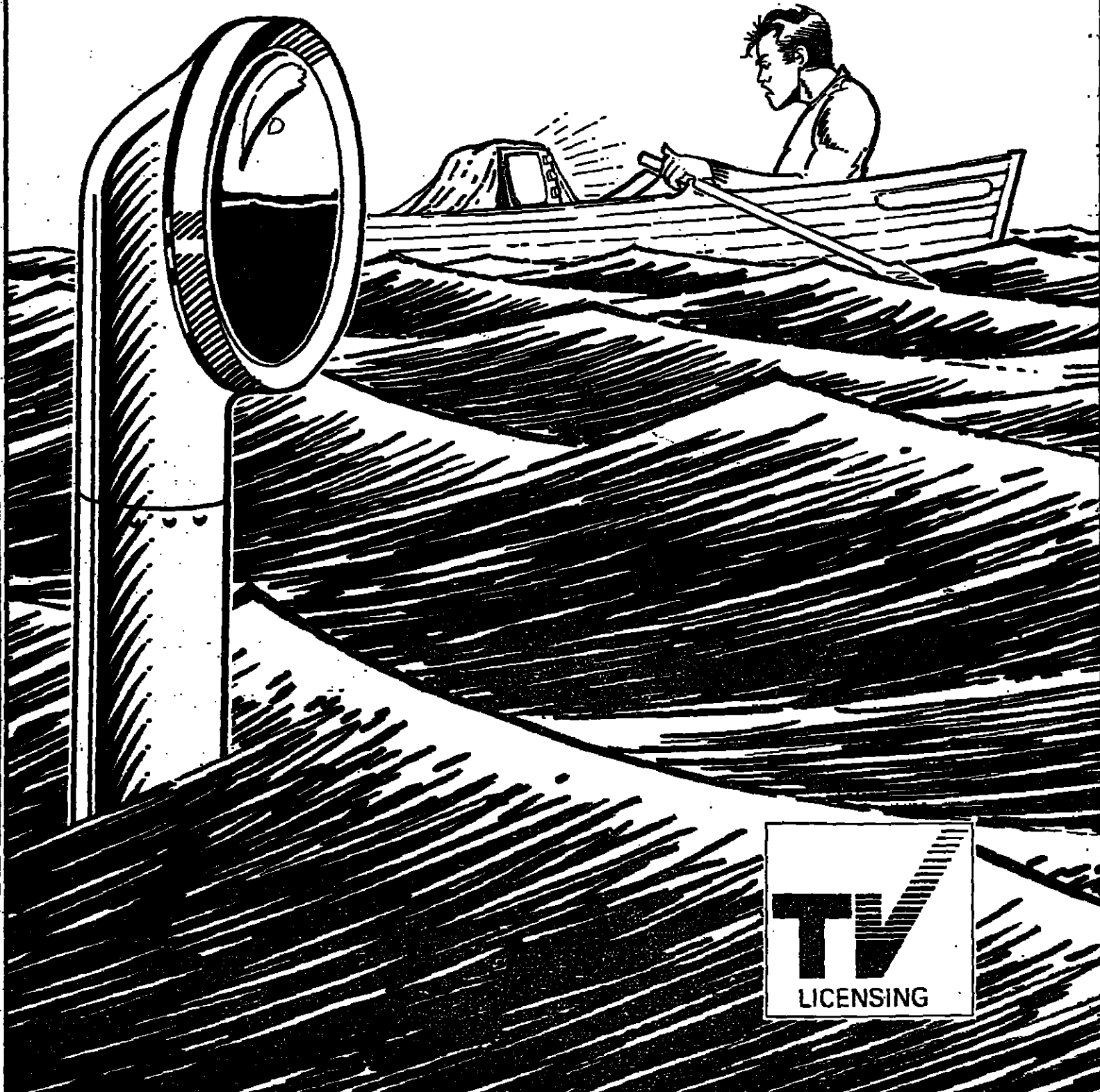
possibility that war criminals of Baltic, Ukrainian and Yugoslav origin entered the UK between 1945 and 1950.

It accuses the Foreign Office of "adopting a 'markedly superficial' screening process towards Baltic-displaced persons, surrendered Ukrainian forces, and Yugoslav prisoners of war."

Eight thousand Ukrainians were transported to the UK under foreign labour schemes. The report says that only one in 25 was screened for wartime activities, there was no cross-checking against lists of wanted war criminals and prisoners' own accounts of wartime service were not checked against independent studies.

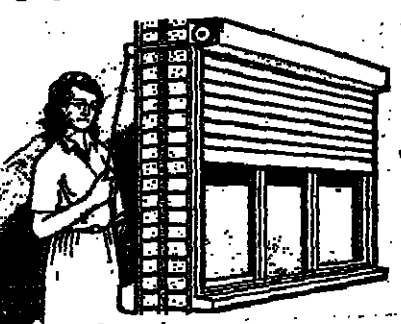
"The transportation of the Ukrainian 14th Waffen-SS division to Britain was accomplished over the spring of 1947. The Foreign Office's chief concern was to resettle the unit in Britain with the minimum of fuss."

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# Gorbachov's Western foray catches the US by surprise

From Charles Bremner in New York and Mohsin Ali in Washington

Once again, President Gorbachov appears to have caught the Reagan Administration on the hop. Only yesterday morning, the State Department was dismissing long-standing reports that the Soviet leader might travel to the United Nations and deliver a speech to the General Assembly before President Reagan leaves office.

And last week, President-elect George Bush brushed off a suggestion of a "get-acquainted" meeting at a press conference the day after his victory. "I am acquainted with him. What I want to see is progress. I've never supported meetings just for the sake of having meetings."

Now Mrs Thatcher, on her current visit to the US, is to review with President Reagan and Mr Bush the subjects of East-West relations and arms control negotiations in the light of the separate meetings all three will have with Mr Gorbachov next month.

A US official said that Moscow had only made known Mr Gorbachov's intention to visit New York in the past few days. The Administration had quickly agreed to meetings in New York.

But the official said this would not be a full summit, just a meeting, perhaps a lunch or afternoon session. It would be an opportunity for Mr Gorbachov to say goodbye to President Reagan and greet Mr Bush.

Mr Bush held his first private meeting with the Soviet leader on the day of Konstantin Chernenko's funeral in Moscow during March 1985. He met him again in Washington at the summit last December.

Mr Bush has slightly distanced himself from Mr Reagan's new-found enthusiasm for the Soviet Union, sounding a strong note of caution whenever the conversation

turns to the benefits of glasnost.

It is expected that Mr Bush will scan the nuclear arms agenda with Mr Gorbachov, as well as the prospects for concluding a chemical weapons treaty. The Russians are quietly pleased at Mr Bush's lukewarm support for the "Star Wars" missile defence programme, the centrepiece of President Reagan's military thinking, but which is now seen here as hopelessly over-ambitious and expensive.

The Russians have made no formal announcement at the UN, but Soviet sources say they expect President Gorbachov to make his address to

and Mr Eduard Shevardnadze, the Soviet Foreign Minister.

There is nothing unusual in heads of state addressing the UN. Mr Reagan has made an annual habit of it. But Soviet leaders have left the talking to their Foreign Ministers, except for Nikita Khrushchev's notorious speech in September, 1960.

In keeping with Moscow's view of the UN at that time as a Western puppet, Mr Khrushchev demanded the resignation of Mr Dag Hammarskjöld, the then Secretary-General. His best-remembered act was not verbal. He interrupted a delegate's speech

regulating the Soviet withdrawal from Afghanistan. He may seek some form of Security Council intervention and peace-keeping force.

For his part, Mr Bush will be able to emphasize that the Soviet Union must keep its commitment to withdraw all its forces from Afghanistan by the Geneva target date of February 15.

Mr Bush has warned that a Soviet failure to withdraw by then would "throw a complicating factor over the whole relationship". He wants Mr James Baker, his designated Secretary of State, to meet Mr Shevardnadze to plan a full-scale summit after he becomes President on January 20.

Mr Gorbachov's visit will also reinforce the implications of Moscow's new-found belief in the UN as a forum for resolving world problems and as an international policeman.

In recent months, the Russians have repaid past dues, even for peace-keeping operations they have disapproved of, and have signalled a new respect for UN authority by beginning to comply with practices such as the assignment of staff on long-term contracts. Previously, Soviet citizens working for the UN were regarded primarily as civil servants who owed their first loyalty to Moscow.

President Gorbachov and his Foreign Minister have uttered few specifics to illustrate their views of a new muscular UN role in the world and their ideas have been met with some suspicion by the United States. It seems that Mr Gorbachov would like to see the UN "guaranteeing" world security.

The five powers — Britain, France, China, the US and the USSR — have enjoyed unprecedented unity in the Security Council over the past 18 months in their handling of the Gulf war.

## US arms control negotiator leaves

Geneva — The American-Soviet arms control negotiations "transcend leadership changes", Mr Max Kampelman, head of the US delegation, said yesterday (Alan McGregor writes). Mr Kampelman, who has been in the current negotiations since 1985 and is now resigning, underlined that the choice of his successor would not affect the course of the talks. Texts of a joint draft treaty, with key points still unresolved, for a 50 per cent cut in strategic nuclear weapons, will be exchanged today at the concluding meeting of the 1988 round.

the body on December 7 or 8.

Soviet officials at the UN said Mr Gorbachov would travel immediately to Cuba after his brief New York stay. "He's going to Cuba by way of New York. If you like," a Soviet journalist said.

In Cuba, Mr Gorbachov would be likely to reassure President Castro of Moscow's continued support, but also warn him of the dangers of excessive reliance on Soviet economic backing. Cuba is a big drain on Moscow's treasury.

It will be on his return from North and Central America that Mr Gorbachov will fly to Britain for his December 12-14 visit and talks with Mrs Thatcher.

Mr Reagan is expected to travel to New York, with Mr Bush, to see Mr Gorbachov

by banging his shoe on his desk. On that visit, as a result of the downing of Gary Powers' U2 spy plane, Mr Khrushchev was not invited to meet President Eisenhower.

In June 1967, Mr Alexei Kosygin, the then Soviet Prime Minister, visited the UN to take part in an emergency session on the Middle East.

The Gorbachov appearance will serve two main purposes. It will enhance the Kremlin chief's efforts to project a new Soviet presence on the world stage — one that uses flexible and imaginative diplomacy rather than the might of ideological blocs.

More specifically, he is expected to use the UN platform to insist on compliance by Pakistan and the United States with the Geneva ac-

## Urgent switch from defence priority

By Michael Evans, Defence Correspondent

President Gorbachov's decision to descend on Western leaders in a flurry of high-level meetings over the next few weeks underlines the sense of urgency he now feels over the desperate state of the Soviet economy and the need to switch resources away from defence, according to diplomatic sources yesterday.

It is believed that he cannot afford to wait until next year — after President-elect Bush enters the White House — to begin another charm offensive, aimed at winning Western leaders' support for his attempts to revitalize the economy.

To achieve this, he needs to persuade Western leaders to encourage greater trade with the Soviet Union and to sanction the exchange of Western technology. In return he will have to offer genuine cuts in conventional forces, the sources said yesterday.

Senior diplomatic sources in Washington and London yesterday said that although it was unlikely Mr Gorbachov would make some new "spectacular" arms control

gesture, he needed to offer some carrot to encourage the West to support his attempt at reforming the Soviet economy.

The sources said that he needed the West to help him build up the Soviet Union's technological base. "He needs greater access to Western technology if he is going to succeed in saving the economy from collapse," one source said.

The diplomatic sources said that Mr Gorbachov would try to emphasize the opportunities now opening for Western businessmen in the Soviet market and to encourage Britain to ease credits.

Until now Mrs Thatcher has adopted a more hardline approach to providing help to the Soviet Union, even under Mr Gorbachov's leadership, than a number of other West European leaders.

One source said yesterday: "Mr Gorbachov will not want to leave London empty-handed, so he will not arrive empty-handed."

Although the meeting with Mrs Thatcher would not normally be the appropriate fo-

rum for announcing an arms control initiative — "it's not his style," one source said — he may use the London visit to promote new ideas on two key issues: conventional forces and short-range nuclear missiles.

Mrs Thatcher has repeatedly emphasized her view that there should be no negotiations on short-range nuclear forces until the imbalances in Soviet conventional arms have been removed.

She made this quite clear to Mr Gorbachov at their last meeting at RAF Brize Norton, when he stopped over for two hours before flying to Washington for the summit with President Reagan.

However, Mr Gorbachov may try to convince Mrs Thatcher — and also President Mitterrand during his talks with the French leader at the end of this month — that he is ready to negotiate large cuts in troop levels and equipment, and also short-range nuclear weapons.

One senior American source said: "I expect Mr Gorbachov will have some-

thing for everyone when he meets the various different leaders."

"His UN visit will be a formal encounter and his meeting with President Reagan and Vice-President Bush is unlikely to lead to any new proposals."

"However, he may do something on conventional arms and short-range nuclear forces in the European forum when he meets Mrs Thatcher and President Mitterrand."

Eastern bloc diplomats said Mr Gorbachov was keen to re-establish the European balance of his policy towards the West after a year of heavy emphasis on arms control talks with the United States.

In Moscow, Soviet sources confirmed that Mr Gorbachov would aim to promote quick moves towards new East-West arms cuts in meetings with the senior Western leaders over the coming month.

The sources said Soviet disarmament proposals would be high on the agenda for scheduled talks with the French, US and British leaders.

## Check-up for abandoned dolphins



One of two dolphins abandoned in a Cairo hotel swimming pool last May when a marine show was cancelled being soothed yesterday while a blood sample is taken from its tail. Marine wildlife specialists are trying to win possession of the animals.

## Baltic states dispute

### Estonia to debate Moscow reforms

By Mary Dejevsky

The Supreme Soviet of Estonia meets in special session today to discuss proposed changes to the Soviet Constitution which have become the subject of an acrimonious dispute between the Baltic republics and Moscow.

Lithuania, Latvia and Estonia have all expressed disappointment with the amendments, which were expected to form the basis of the "democratization" process that was announced by Mr Gorbachov, the Soviet President, at the special Communist Party conference in June. The republics argue that the effect of the moves will be to restrict rather than extend their autonomy.

Estonia has been far more outspoken in its opposition than either Lithuania or Latvia. Late last month, the Estonian People's Front for *Perestroika* — the organization set up in August which has become a voice for moderate, but nationalist-orientated opinion — sent a telegram to Mr Gorbachov requesting an extension of the discussion period on the grounds that the amendments would lead to a diminution in the sovereignty of the republics.

The commission overseeing the constitutional amendments refused, saying that, unless the present timetable was met, the whole "democratization process" would be delayed. Estonia's objections have not been set out in detail in the Soviet press. But it is possible, on the basis of the amendments as published, to divine some of its objections.

The first objections relate to the discrepancy between the political reforms that were expected after Mr Gorbachov's report to the party conference in June and the constitutional changes which have actually been proposed to underpin them. The second relate to the status of union republics, such as Estonia. The skeleton of the political

structure Mr Gorbachov proposed is still there, but there should be a new congress of people's deputies, two-thirds of which would be elected by universal suffrage, and one-third of which would be elected by "public and social organizations". The Supreme Soviet, the nearest thing the Soviet Union has to a parliament, would be elected by congress deputies.

There would be a new post of executive president, and new election procedures stipulating that more than one candidate should be allowed to stand for office and that all ballots should be secret.

All these provisions are provided for in the amendments. But many people had understood that they would also ensure broader participation in Soviet political life, and there is no guarantee of this. The complexity of the election arrangements means that only the most persistent and single-minded individuals will stand for office, and the hurdles that stand in their way — the candidates' selection meetings, the quorum required and the verification procedures — could all conspire to eliminate all but those acceptable to the party.

Moreover, allowing "public organizations" to nominate and elect one-third of the deputies has doubly disappointed those who had hoped for a greater role for non-Communists.

The amendments which the Estonian People's Front objects to most, however, relate to implicit changes in the status of the republics. Just as all three Baltic republics have been allowed to set up people's front organizations to contribute to republic-level government and policy-making, just as they have been assured that they will be allowed economic "self-accounting", the extent of their autonomy is being restricted at the highest level.

## WORLD ROUNDUP

### Takeshita nears victory on taxes

Tokyo — The Japanese Prime Minister, Mr Noboru Takeshita, was last night all but assured of victory in his battle to pass controversial tax reforms on which he has gambled his own political future and his administration's success (Joe Joseph writes). The dramatic breakthrough, born of a late-night bout of backroom horse-trading with minority parties, capped a yearlong struggle against a hostile opposition and a lukewarm public.

The measures — which include cuts in corporate and income taxes in return for the introduction of an unpopular 3 per cent consumption tax — are likely to be rubber-stamped next week by Japan's upper house of Parliament.

### Murders uncovered

New York — Police in California believe as many as a dozen elderly people may have been murdered in a pretty Victorian boarding house which has turned out to be the scene of one of the most grisly crime sprees in recent years (Charles Bremner writes). Seven bodies have been found buried under the house and garden at Sacramento.

The house belonged to grey-haired Mrs Dorothea Puente, aged 59, who took in poor, elderly people and won high praise from local social workers as a "good Samaritan". She was taken in for questioning on Friday, after the first body was found under fresh concrete, and has not been seen since she was released. One of her lodgers, Mr John McCauley, was arrested and charged with being an accessory to murder.

### French condom ban

The French authorities are withdrawing two brands of condom, Gold Extra and Protector 002, from sale because of their ineffectiveness and the serious risks to users of contracting Aids (Our Foreign Staff writes).

The decision yesterday came only hours after the Health Minister, M Claude Evrin, ordered tests on all brands of condoms as soon as possible to check their protection against Aids. On Monday the French magazine *Fifty Million Consumers* published the results of a survey which found that one in two brands of condoms were insufficiently strong or porous, and gave inadequate protection against Aids.

### Spy's sentence cut

Harare — A South African woman had her jail term for espionage cut by half yesterday after Zimbabwe's Supreme Court ruled that her sentence was "vicious and vengeful" (Jan Raath writes). Odile Harrington, aged 28, a fine arts graduate, last year was given the maximum sentence of 25 years after pleading guilty to contravening the Official Secrets Act by attempting to smuggle information on the African National Congress to South African intelligence.

### Sri Lanka violence

Colombo — Two people were shot dead and 11 injured early yesterday when security forces opened fire on anti-government demonstrators at Matale in the Central Province (Edward Gorman writes). The shooting occurred after a crowd of 5,000 attacked an electrical sub-station.

## Two hectic months of diplomacy

President Gorbachov's visit to Britain will follow two months of hectic Soviet diplomacy aimed at securing a closer understanding with the West (Andrew McEwen writes).

Between mid-October and mid-December the Soviet leader will have visited or received visits from the leaders of Italy, West Germany, France, the United States, Cuba and finally Britain.

The first two visits in the series were highly successful from the Soviet point of view. Both Signor Ciriaco De Mita, the Italian Prime Minister,

and Herr Helmut Kohl, the West German Chancellor, returned from visits to Moscow in October with a positive impression. President Mitterrand of France is to visit Moscow later this month and has already made clear his favourable attitude to Mr Gorbachov's efforts.

One of the Soviet leader's immediate objectives is to convince Western public opinion that Moscow's human rights performance should no longer be a stumbling block to a new relationship. For two years he has

been pressing the West to accept a Soviet offer to hold an human rights conference in Moscow. At first most reactions were negative, because the presence of Western ministers at such a conference could be seen as a seal of approval. But France, Italy and West Germany have indicated a willingness to attend such a conference.

The United States and Britain have proved far more sceptical, and Whitehall sources said yesterday: "We would take a lot of convincing."

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# Colombian massacre forces soul-searching over cocaine trade

From Geoffrey Matthews, Bogotá

As the small Colombian town of Segovia buried its dead this week after a horrendous massacre of innocents, the local department of Antioquia and the nation as a whole are again being forced to weigh the consequences of their deep entanglement in the international cocaine business.

The killing of 43 people in the Antioquia gold-mining town last Friday by gunmen suspected of belonging to a paramilitary group sponsored by a cocaine trafficker known as the "Creole Rambo" has fuelled the controversy aroused by a new bestseller.

*The Impact of Drugs Trafficking on Antioquia* is a study of Colombia's cocaine mafia centred on Medellín, the local departmental capital. According to the United States Drug Enforcement Agency,

the Medellín cartel controls the world's cocaine trade, supplying 80 per cent of the drug consumed in North America and with a similar hold in Europe.

While recognizing the violence generated by the trade, the book's author, Dr Mario Arango Jaramillo, a respected historian, economist and journalist, argues that it has nevertheless proved "the most important social revolution in Antioquia in the past 50 years".

It is "a positive revolution", he says, which has created wealth and jobs and allowed "hundreds of thousands of people" to escape poverty. Nationally, "narco-dollars" have become the buttress of what is widely considered a uniquely dynamic economy on a debt-ridden continent, he claims.

He believes that 1.7 million people are in one way or another involved in the narcotics trade

which, in a country of 30 million, is 15 per cent of the economically-active population.

The book is an embarrassment to President Barco at a time when he has launched a diplomatic offensive to rectify the "grievous injustice" he believes Colombia has suffered because of a trade geared almost exclusively to huge markets in the developed world whose "over-tolerant societies allow narcotics to circulate with amazing ease".

His Government spent an estimated \$500,000 (about £270,000) on press advertisements in the US during the White House race, emphasizing its recent successes in cocaine seizures and raids on drug-processing laboratories as well as the long role-call of assassination victims of the cartel's contract-killers.

If the drugs trade is evil, Señor

Barco argues that an even dirtier business is that of international arms traffickers from the US and other industrialized countries who are selling increasingly sophisticated weapons to stoke civil strife by both the extreme right and left.

In Antioquia, the dealers back fanatical anti-communist death squads in a spiralling local "dirty war" with Marxist guerrillas which almost assuredly led to the massacre in Segovia, where the socialist Unión Patriótica has considerable support.

But, in other regions, they cynically run arms to guerrillas who mount guard over coca crops while conducting hit-and-run actions against security forces.

Replying to criticism that his book is an apology for the illegal drugs trade, Dr Arango Jaramillo says: "I am not interested in taking

a moralist or ethical position. It may be that the drugs business has destroyed some individual codes of behaviour — respect for life, for example. But this occurs with any major historical phenomenon when it erupts. What is drugs trafficking beside the slave trade or gun-running? What is more negative, more unethical, more immoral?"

Colombia became the centre of the cocaine trade largely because of its position. As South America's most northerly country, with strategic coasts on the Atlantic, the Caribbean, and the Pacific, it is ideally located to receive paste from coca harvests in Peru, Bolivia and Colombia itself, convert it into cocaine, then smuggle it out.

But as Dr Arango Jaramillo shows, it was no coincidence that within Colombia the trafficking

came to be centered on Antioquia, a region settled by a new wave of colonists in the 17th century — Basques and *Cristianos nuevos* (converted Spanish Jews).

Himself a *paisa*, as the people of Antioquia are popularly known, Dr Arango Jaramillo frankly admits there was always a racist side to their character. As a result, beneath the poorest whites was an underclass disparagingly called *los negros*.

It was from this group of half-breeds that the first drug traffickers emerged 20 years ago, initially dealing in marijuana and showing the same flair for business as the whites.

The author praises them for creating jobs either directly in the drugs trade or in legitimate businesses financed by drug profits. But, over the years, he reports, "a cruel Darwinian selection pro-

cess" has led to the displacement of *los negros* by whites at the highest levels of Medellín's cocaine multi-national.

Pointing to Britain's 19th-century monopoly of the opium trade and the fact that today the US is both the world's biggest producer and consumer of marijuana, having forced Latin American countries to eradicate "pot" cultivation, Dr Arango Jaramillo argues that the developed world has "no moral authority" to criticize Colombia for the cocaine business which was "created in both supply and demand by those who today make a great show of being shocked by it. This makes one think that, for the bourgeoisie morality of the industrialized nations, the production of certain merchandise is neither good nor bad... what counts is where and by whom they are produced."

## Bhopal court orders arrest of Union Carbide officials

Bhopal (AP) — Arrest warrants were issued yesterday for the former Union Carbide chairman, Mr Warren Anderson, and two other officials of the US-based corporation, in connection with the 1984 Bhopal gas disaster.

More than 3,100 people died and at least 20,000 were injured when toxic gas leaked out of a tank at a pesticide plant operated by Union Carbide's Indian subsidiary.

The chief magistrate, Mr R.C. Mishra, issued the warrants after Mr Anderson and other Union Carbide officials failed to answer summonses to appear in the Bhopal Magistrate's Court on murder charges.

The summonses were issued last December when the murder charges were filed in conjunction with the Indian Government's still-unresolved damage suit for \$3 billion (about £1.7 billion) against Union Carbide.

Mr Mishra issued the warrants in response to a request by government prosecutor, Mr U.S. Prasad. "They are deliberately trying to disobey the court of law," Mr Prasad said.

In addition to Mr Ander-

son, warrants were issued for Mr John MacDonald, assistant secretary of Union Carbide, in Danbury, Connecticut, and Mr Peter Whitley, a lawyer for Union Carbide Eastern, a Hong Kong-based subsidiary.

The corporation said in response from its US headquarters yesterday that the Indian criminal courts had no jurisdiction over it or its affiliate, Union Carbide Eastern, or Mr Anderson, who retired in November, 1986.

Union Carbide was not an Indian corporation, a spokesman said. "It has no presence in India and under Indian law it can have no presence in India."

Mr MacDonald and Mr Whitley had not been named in the summonses issued last December, but Mr Prasad said they had received the summonses on behalf of their companies.

Mr Prasad said the Indian Government might initiate extradition proceedings if the three men ignored the arrest warrants.

In issuing the warrants, Mr Mishra said the trio could each be released on bail of \$1,000 after appearing in

court. As a magistrate, Mr Mishra is not conducting a trial on any of the charges filed in the case. But his job empowers him to preside over some procedural matters, such as failure to answer summonses and whether to order a case to trial in a higher court.

The only Union Carbide representative in court was Mr Rajendra Singh, a lawyer for Union Carbide India which operated the Bhopal pesticide plant.

Mr Singh argued that the murder case should be sent for trial without any other accused persons appearing in court. The Indian subsidiary is a defendant in the damage suit, and eight of its officers were named when the murder charges were filed.

Mr Mishra set January 6 for hearing detailed arguments on whether the murder case should be committed for trial.

The damage suit was filed in 1986 and is still being heard in the Bhopal District Court. It has been bogged down in a series of legal manoeuvres.

The Indian Government has accused Union Carbide of negligence for the gas leak on December 3, 1984. Union Carbide says the leak of lethal

methyl isocyanate gas was due to sabotage by a disgruntled employee.

DELHI: Supporters of Mr Rajiv Gandhi, the Indian Prime Minister, launched a parliamentary counter-attack yesterday to prevent the Bofors arms scandal from becoming the dominant issue in Indian elections, expected next year (Reuters reports).

Ruling Congress (I) Party MPs dumped desks and shouted for proof for opposition claims that Sweden's Bofors arms company paid \$5.5 million into a Swiss bank account held by Mr Gandhi.

A senior Congress member said the scandal over alleged pay-offs in a \$1.3 billion arms deal threatened to become "a deadly electoral weapon" in the hands of the opposition, led by Mr Vishwanath Pratap Singh, a former defence minister.

Mr Singh told reporters on Sunday that he had documentary proof that Bofors paid bribes to ensure it secured a contract to supply artillery to the Indian Army.

But in Parliament yesterday he refused to reply when Congress members demanded that he back up his allegations.

## Young Tibetans meet a fellow exile



The Dalai Lama, Tibet's exiled spiritual leader, meeting Tibetan children at a refugee camp in Delhi yesterday. He declared his offer to hold talks with China did not mean the fight for independence was over. Peking has yet to respond to the offer.

## Roh seeking talks with former leader

Seoul (Reuters) — President Roh Tae Woo of South Korea is likely to have talks with his predecessor in an attempt to defuse growing political tension over public demands for former President Chun Doo Hwan to be punished for corruption, sources in the ruling party said yesterday.

The Government and officials of the Democratic Justice Party have been involved in a flurry of talks since President Roh's return from an Asian tour on Monday. They are studying the likely possibility of Mr Roh and Mr Chun meeting this week.

Mr Chun, living in seclusion in western Seoul, would receive a personal message from Mr Roh this week to discuss ways of appeasing public anger over the former leader's alleged misuse and corruption by him and his relatives.

Mr Roh and Mr Chun have not met since the former

strongman, who rose to power in a 1979 military coup, stood down last February in favour of Mr Roh. Originally Mr Chun's protégé, Mr Roh won the presidential election last December.

The ruling party has indirectly urged Mr Chun to respond quickly to Mr Roh's likely invitation for talks before anti-Chun sentiments are fuelled further. A parliamentary hearing about brutal army suppression of a 1980 civil uprising in the southwest city of Kwangju starts on Friday.

Ruling party officials said the Government was offering Mr Chun immunity from prosecution in exchange for his promise to make a public apology for any wrongdoings, return to the state, and leave the capital for self-exile in the remote south-east. Imprisonment could, some analysts say, be counter-productive.

## Verdict soon in long-running South Africa treason trial

From Michael Hornsby, Pretoria

One of South Africa's longest political trials approached its climax yesterday in Pretoria's Palace of Justice as the judge began delivering his 1,521-page verdict on 19 black anti-apartheid campaigners accused of high treason, terrorism, subversion and murder.

In handing down his judgement, Mr Justice Kees van Dijkhorst will, in effect, be determining whether the United Democratic Front, the largest extra-parliamentary opposition movement in the country still operating legally, has been guilty of plotting the overthrow of the State.

The public gallery in the high-ceilinged courtroom — the same one where Mr Nelson Mandela of the outlawed African National Congress was sentenced to life imprisonment 24 years ago — was packed with

friends and supporters of the accused.

The judge, sitting with one assessor as is required in cases involving capital offences, began proceedings by cancelling the bail of eight of the accused. This was taken as a sign that they would be found guilty of one or other of the charges. Eight others remained free on bail. The remaining three accused had never been granted bail.

Judge Dijkhorst said that even in abridged form his verdict would take several days to read. He complained about the interminable length of the trial, which began on October 16, 1985.

Fifteen of the accused are members of the front or its myriad local township affiliates, and three of them, Mr Pope Molefe, Mr Patrick Lekota and Mr Moss Chikane, held leading positions in the organization

at the time of their arrest more than three years ago. They have remained in custody throughout the trial. In addition to the 19 accused, a further 911 other people are named in the charge sheet as co-conspirators, and conviction of the accused could have implications for them as well. They range from such well-known figures as Archbishop Desmond Tutu, head of the Anglican Church, to activists unknown outside their local communities.

During the tortuous proceedings, defence counsel argued that the onus was on the prosecution to prove that the accused did not merely seek to replace the present system of government with another, which was not denied, but were involved in attempts to overthrow the State by specific acts of violence.

Much of the lengthy legal argument, running to 459 volumes and

27,194 pages in transcript, centred on whether the kind of extra-parliamentary opposition waged by the front was "non-violent", as the defence maintained. Counsel for the State contended that the accused incited others to commit violence by their words and deeds, even if they did not commit violence themselves.

Even the noblest desires did not negate the intent, the judge maintained yesterday. A person who believed a new government would be in the interests of the majority of the people could still have hostile intent. The court had to decide "where legitimate protest and criticism and lawful mass demonstrations end and foul play begins". The five counts of murder relate to the killing of a number of black councillors in Sharpeville and other black townships in the Vaal Triangle

area south of Johannesburg at the start of widespread township unrest in late 1984.

The State maintained that the accused helped to stir up mob hatred against the councillors.

Although the front, like most other black-led extra-parliamentary organizations, has been banned from all political activity under a presidential emergency decree of last February, and most of its leaders restricted or in jail, it retains a vestigial legal existence and wide popular support.

If Judge Dijkhorst were to find for the prosecution, he would deliver a death blow to the front, opening the way for the Government to outlaw it completely and move even more vigorously than hitherto against its sympathizers in the townships and against any other kind of radical black resistance.

## El Salvador army shake-up

## New chiefs come under fire

From Tom Gibb, San Salvador

When the Defence Minister publicly lectures the assembled colonels of El Salvador's powerful US-backed armed forces about compe, human rights and internal unity, everyone else worries that something is wrong in the Army.

The Minister, General Eugenio Vides Casanueva, was speaking last week at a ceremony where command of the Army was handed over to the new Chief of Staff, Colonel Rene Rosillo Ponce.

The move completes the biggest shake-up in the military for five years, giving a near monopoly of senior posts to a group of colonels, known as the *tendones* (big class), who left the military academy the same year. They are often regarded as more independent of the US and political parties than previous commanders.

The takeover by the *tendones* comes amid signs of rising frustration and division in the

Army. A confidential document, apparently written by older officers who have been bypassed, is being circulated in the officer corps. It accuses the *tendones* of "returning to the time when posts were given for friends, convenience and relations and not for capacity, efficiency and honesty".

The document also says the new army leaders lack the "maturity and experience to confront the nation's problems".

Although the document seems more motivated by power and ambition than ideology, it is around such disputes that past coup attempts have grown. "We have been through a period free of coups," the Defence Minister reminded the colonels. "Let's hope this lasts forever."

But the anti-*tendones* sentiment may find support among younger officers fighting the war. "For them the problem is not so much one of ambition, but rather they think they

deserve a voice because they are the ones getting killed," said one veteran political figure. "If I were the *tendones* I would not sleep calmly."

Politicians are looking for allies in the Army before presidential elections next March. The far-right Arena party especially accuses the US, the Christian Democrat Government, and implicitly the High Command, of dragging the war out and not being aggressive enough.

Support for the Arena line in some sectors of the Army is manifesting itself in growing human rights abuses. Earlier in the nine-year civil war, tens of thousands of civilians, accused of being left-wing sympathizers, were murdered by military death squads and in army operations. From 1984 such abuses dropped dramatically. Now they are returning, and so far senior officers have been unable or unwilling to deal with the problem.

## Basque terror suspects escape police ambush

Madrid — Two Basque terrorist suspects shot their way out of a police ambush in Barcelona shortly before dawn yesterday, leaving nearly 150 lb of explosives behind, Interior Ministry sources said (Harry Debelius writes).

Although the two who approached a flat where the explosive was hidden got away, police believe the confiscation of the explosive has thwarted plans by Eta, the Spanish acronym for Basque Homeland and Liberty, for new massacres, possibly on

the scale of the supermarket car bomb which killed 21 people in Barcelona last year. The flat housing the explosive was close to the normally busy Sagrera market.

The explosives were discovered in the apartment last Saturday, thanks to a tip-off from suspicious neighbours, but they were left in place and the building was kept under surveillance in the hope of capturing those responsible.

Meanwhile, a woman was hurt in one of two bomb blasts in Bilbao by Eta suspects.

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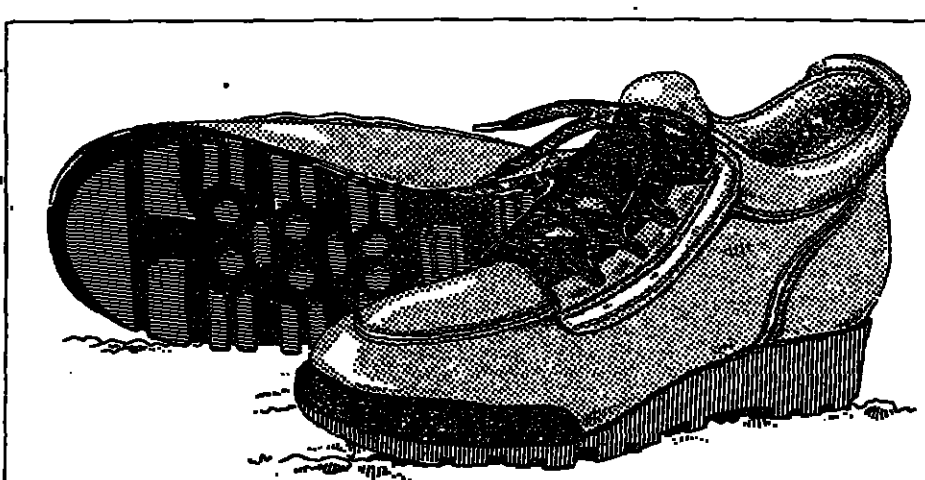
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Tense calm prevails on the eve of election as crowds of would-be voters rush to register

# Pakistan riot police stand by as close poll result forecast

From Anatol Lieven, Lahore

With riot police out in force to curb any disturbances, a tense calm prevailed in Pakistan on the eve of the national election today. In Lahore, inner city streets were heavily guarded, while in Karachi and Hyderabad, where ethnic massacres took place six weeks ago, armoured vehicles were reportedly deployed.

One fear is that the same anonymous forces which set off the massacres in Sind, and which may also have been responsible for a series of bomb attacks in Pakistan in recent weeks, may also carry out attacks today.

Mass violence by party supporters is perhaps less likely today than during the provincial assembly elections on Saturday. At the moment, most observers are agreed that it is in the interest of neither main political group to disrupt the elections seriously, as both think they may win. By Saturday, it will have become clear which of them is in the superior position. The other side can then be expected to make determined efforts to capture some of the provincial governments.

The Pakistan People's Party campaign organizer, Rao Rashid, accused the police in Miss Benazir Bhutto's Lahore constituency yesterday of

helping the Islamic Democratic Alliance by confiscating People's Party vehicles.

He also claimed that civil servants had been directed to alliance party work and that "criminals and IDA party workers" were being taken into the 90,000-strong special volunteer force formed to help police the elections.

Rao Rashid also claimed



that the alliance and the Muslim League caretaker provincial governments were preparing to rig the polls by means of bogus identity cards and double or triple voting, and he named 20 constituencies (out of 207) where "administrative sources" had allegedly told him that serious rigging was to take place.

Mr Nawaz Sharif (Muslim League), the Chief Minister of the Punjab, said that the

People's Party had produced no proof for any of their accusations and that they were acting merely out of "frustration" at their impending defeat.

He had told the Central Electoral Commission that, since the People's Party had mentioned only 20 constituencies, the rest must therefore be "clean".

He had therefore suggested to the commission that they concentrate their staff in these 20 constituencies to see that no rigging took place.

On the vexed issue of choosing the prime minister after the elections, Mr Sharif said that this would naturally take place under "the existing Constitution".

This includes amendments by the late President Zia, which allow the President to choose the prime minister — irrespective of which party forms the majority in Parliament — who then has 60 days during which to find a majority.

The People's Party fears that in 60 days a prime minister from the alliance, even if it were in a minority, could win over a majority of MPs with bribes and promises of state patronage.

Leading article, page 17



A supporter presenting Miss Benazir Bhutto with a shawl at a People's Party rally in Karachi at the end of campaigning.

## Strongarm tactics to quell hysteria

From Our Correspondent, Lahore

With only six hours to go before the final deadline for the collection of identification cards, the milling crowd at the main registration office in Lahore was near hysteria.

Helping the police "control" the crowd was a fat, tough-looking individual whom I had seen two days before observing Mrs Benazir Bhutto's rally. I have heard evidence since that he may have been a supporter of the Jamaat Islami party, which is allied with the Muslim League in the Islamic Democratic Alliance.

Yesterday, he was wearing

the blue armband of the volunteer police force, just drafted for election duty, over his civilian clothes.

He had equipped himself with a baton, and was jabbing out with it, driving back the men and women who were clamouring to be heard by the handful of harassed registration officials.

When a colleague and I penetrated into the inner offices, an official barked: "Get them out!" The man grabbed me and hurled me bodily through the door.

My colleague, a woman, was

spared physical attack, and eventually got to see some senior officials. When I argued my way in to join her sometime later it became clear that the officials, and indeed the police, were embarrassed by the fat man's presence. He was apparently claiming to be from the Special Branch, but would produce no identification beyond a card saying that he was a "social worker".

He was finally handcuffed and led away by riot police. The final word for him to be taken away appeared to be given by a man wearing the

badge of the Alliance. He denied, however, being a party official, and said he was a journalist. When I asked him from which paper, he muttered "general journalist" and disappeared into the room holding the registration office files.

Several other men wearing Alliance badges were also in the inner offices. No one from any other party appeared to be present.

Later, at a news conference, I told Mr Nawaz Sharif, the Chief Minister, about the incidents. He promised to make further investigations.

## Pretoria gunman opens fire on blacks

Pretoria — A white man was being questioned by police yesterday after he ran amok here, shooting dead three people and wounding at least 10 others, all of them blacks (Michael Hornsby writes).

Police were unable to confirm reports that the man was a member of an extremist right-wing group, the *Witboes* (Afrikaans for "White Wolves"), which has claimed responsibility for other acts of violence.

## Taiwan first

Taipei (Reuters) — Professor Qian Yi became the first Chinese resident since 1949 to visit Taiwan when she arrived for an emotional reunion with her father, Mr Chien Mu, aged 94, the island's most respected historian, who is seriously ill.

## Bus escapee

New York (Reuters) — A boy, aged 10, escaped with minor injuries after he stole a bus and took it on a joyride that ended after he hit a fire engine and a car, and then crashed into a pillar.

## Release order

Mogadishu (AFP) — President Barre of Somalia has ordered the release from prison of 14 people, including seven army officers, held on unspecified charges.

## Tanker sinks

Jakarta (AFP) — One member of the crew of 13 was missing after the *Elipina III*, an oil tanker, sank in rough seas off the southern coast of west Java.

# Chaos and emotion mark birth of independent Palestinian state

From Christopher Walker, Algiers

The new independent state of Palestine was born at 1.40am yesterday, at the climax of a poorly organized but highly emotional ceremony whose lack of pomp accurately reflected the nebulous nature of the world's newest and most fragile diplomatic entity.

The formal, nine-page independence declaration was read by the state's *de facto* leader, Mr Yasser Arafat, chosen because of his position as chairman of the Palestine Liberation Organization. He was flanked by bodyguards dressed in new military uniforms with maroon berets designed to add legitimacy to his new role. The sartorial transformation did nothing to make them look any less menacing.

As Palestinian women in the

audience ululated loudly, the organizers desperately tried to find enough candles and balloons in the black, white, green and red colours of the Palestinian flag to satisfy the television cameramen, already infuriated by the delay caused by last-minute wrangling.

## ● The declaration shows the sway of PLO moderates ●

over the wording of the political declaration.

Ironically, the new state based its legitimacy on UN Resolution 181, a recommendation of the General Assembly which was originally rejected by the Arabs and met with strikes and demonstrations when it supported the partition of British-held Palestine in November, 1947, into

separate Arab and Jewish states. "The Palestine National Council, in the name of God, and in the name of the Palestinian Arab people, hereby proclaims the establishment of the state of Palestine on our Palestinian territory with its capital Jerusalem," declared Mr Arafat as some women in the audience wept.

His proclamation studiously avoided any mention of recognizing the state of Israel by name, an omission which dismayed many Western observers.

Wearing his black and white Arab head-dress, Mr Arafat, who is in charge of a state which even Arab observers admit is years away from securing the land it has laid claim to, said: "The state of Palestine... rejects the threat or use of force, violence and terrorism against its territorial integrity, or political independence, as it also rejects their use against the

territorial integrity of other states."

The delayed proclamation of the state — with memories of India, PLO officials had originally planned their symbolic declaration of independence at one minute past midnight — was the latest in a string of organizational disasters which marred the 19th session of the Palestine National Council (PNC), the PLO's parliament in exile.

"If this is any indication of how the state will function, I want to have nothing to do with it," said one frustrated American correspondent as yet another unexplained change of plan was announced over almost inaudible loudspeakers.

Many Palestinians present admitted that the declaration, for all the false razzmatazz and singing of nationalistic songs, was little more than a symbolic gesture which

may soon fizzle out if there is no diplomatic response from the United States. A Muslim sheikh attending the closing PNC meeting told reporters: "When you are standing in the pouring rain and someone offers you even a room to shelter in, you will take it rather than getting soaked waiting for the

## ● Organizational disasters marred the whole meeting ●

whole house." Even Mr Arafat's brother, Fatchi, was very cautious about the new state. "This is just the beginning," he said.

As the declaration of independence was made, the reminders of Israeli military might, which may deny it any reality, were all around. Outside the seedy, sea-front conference centre where it

was read out, Algerian soldiers manned scores of camouflaged anti-aircraft batteries, scanning the night sky with binoculars for the feared Israeli air raid. For the second night running, Algiers airport was closed to civilian planes and flights diverted elsewhere to minimize the possibility of a civilian plane being accidentally shot down.

The first sign that the long-promised declaration was imminent came when Mrs Imtihan al-Wazir, the widow of Abu Jihad, the PLO military commander assassinated by Israeli gunmen in Tunis last April, appeared waving four coloured balloons on which were written the message, "The declaration of the independent state of Palestine".

The proclamation of the declaration of Jerusalem as the new state's capital will ensure that even moderate opinion in Israel is

likely to be bitterly opposed. The language of the statement made no attempt to explain how the complexities over control of the Jewish, Muslim and Christian holy places would be handled.

Mr Arafat couched his proclamation in flowery and rhetorical language which, despite its avoidance of specifics, illustrated the new weight inside the PLO of the Palestinian moderates. This has been assisted by pressure from Moscow, which is anxious to secure an international peace conference.

"The state of Palestine" proclaims its commitment to the principles and purposes of the United Nations and to the universal declaration of human rights," Mr Arafat said.

"It proclaims its commitment, as well to the principles and policies of the Non-Aligned Movement."

## Israel vows opposition to new nation

By Our Foreign Staff

Israel has spurned the declaration of an independent Palestinian state by the Palestine National Council as a futile unilateral move that it will vigorously oppose.

Mr Yitzhak Shamir, the Prime Minister, described the move in Jerusalem yesterday as "another step in the war of the Arab terrorist organizations against the existence and independence of the State of Israel", adding that Israel would react "accordingly".

But, he conceded that Israel was likely to come under considerable pressure from countries that choose to recognize the new state.

Mr Shimon Peres, the Foreign Minister, noted that the declaration's acceptance of United Nations Security Council Resolution 242 was so hedged with conditions as

to render it essentially meaningless.

Mr Ariel Sharon, the Minister of Trade and Industry in the last Government, described it as "an extremely dangerous development".

Egypt, the only Arab state at peace with Israel, called the declaration "an important step" towards peace but refrained from explicitly recognizing the new state.

A similar stand was taken by the Soviet Union. Mr Gennady Gerasimov, the Foreign Ministry spokesman, said: "We welcome the decision of the Palestine National Council. As to recognition, we have so far not been approached with a request."

In the United States, Mr Martin Fitzwater, the White House spokesman, said the PLO could not unilaterally

declare an independent Palestinian state, but he hailed the declaration's implicit recognition of Israel's right to exist.

Syria, an arch-enemy of the PLO, rejected the declaration. In Britain, the Foreign Office called the move "premature". Norway said it was a step forward in the peace process, but no state without territory could be recognized.

The Netherlands said the move failed to provide a breakthrough for peace.

The official Islamic Republic News Agency in Iran said the "foundations of the state-to-be are unsound and unending".

The official Saudi press agency quoted a "responsible source" as saying "the kingdom of Saudi Arabia declares its full support for this step". Tunisia also declared "legal

recognition" of the Palestinian state.

South Yemen was the first of the so-called "hardline Arab" countries to recognize the independent state.

A Kuwait Foreign Ministry statement said Kuwait hoped "this state will realize the hopes and aspirations of the Palestinian people".

Mr Turgut Ozal, the Prime Minister of Turkey, formally recognized the new state.

A statement by the ruling Revolutionary Command Council in Iraq pledged to "do everything in its power" to persuade other countries to recognize the state.

In Malaysia, Mr Abu Hassan Omar, the Foreign Minister, called the proclamation "historic" and said Muslim countries would give whatever help was needed.

## UN blueprints for an Arab homeland

Following are the texts of the UN resolutions on the future government of Palestine. Resolution 181(II), November 29, 1947.

The General Assembly, "Having met in special session at the request of the mandatory Power to constitute and instruct a special committee to prepare for the consideration of the question of the future government of Palestine at the second regular session;

"Having constituted a Special Committee and instructed it to investigate all questions and issues relevant to the problem of Palestine, and to prepare proposals for the solution of the problem, and

"Having received and examined the report of the Special Committee (document A/364) including a number of unanimous recommendations and a plan of partition with economic union approved by the majority of the Special Committee;

"Considers that the present situation in Palestine is one which is likely to impair the general welfare and friendly relations among nations;

"Takes note of the declaration by the mandatory Power that it plans to complete an evacuation of Palestine by 1 August, 1948;

"Recommends to the United Kingdom, as the mandatory Power for Palestine, and to all other Members of the United Nations and adoption and implementation, with regard to the future government of Palestine, of the Plan of Partition with Economic Union set out below;

"Requests that

take the necessary measures as provided for in the plan for its implementation;

"(b) The Security Council consider, if circumstances during the transitional period require such consideration, whether the situation in Palestine constitutes a threat to the peace. If it decides that such a threat exists, and in order to maintain international peace and security, the Security Council should supplement the authorization of the General Assembly by taking measures, under Articles 39 and 41 of the Charter, to empower the United Nations Commission, as provided in this resolution, to exercise in Palestine the functions which are assigned to it by this resolution;

"(c) The Security Council determine as a threat to the peace, breach of the peace or act of aggression, in accordance with Article 39 of the Charter, any attempt to alter by force the settlement envisaged by this resolution;

"(d) The Trusteeship Council be informed of the responsibilities envisaged for it in this plan; "Calls upon the inhabitants of Palestine to take such steps as may be necessary on their part to put this plan into effect;

"Appeals to all Governments and all peoples to refrain from taking any action which might hamper or delay the carrying out of these recommendations, and

"Authorizes the Secretary-General to reimburse travel and subsistence expenses of the members of the Commission referred to in Part I, Section B, paragraph 1 below, on such basis, and in such form, as he

may determine most appropriate in the circumstances, and to provide the Commission with the necessary staff to assist in carrying out the functions assigned to the Commission by the General Assembly."

Security Council Resolution 242, November 22, 1947.

The Security Council, Expressing its continued concern with the situation in the Middle East,

Emphasizing the inadmissibility of the acquisition of territories by war and the need to work for a just and lasting peace in which every state can live in security,

Emphasizing further that all member states in their acceptance of the Charter of the UN have undertaken a commitment to act in accordance with Article 2 of the Charter,

Affirms that the fulfilment of Charter principles requires the establishment of a just and lasting peace in the Middle East which should include the application of the following principles:

(i) Withdrawal of Israeli armed forces from territories occupied in the recent conflict;

(ii) Termination of all claims or states of belligerency and respect for the sovereignty, territorial integrity and political independence of every State in the area and their right to live in peace within secure and recognized boundaries free from threats or acts of force;

2. Affirms further the necessity

national waterways in the area;

(b) For guaranteeing a just settlement of the refugee problem;

(c) For guaranteeing the territorial inviolability and political independence of every State in the area through measures including the establishment of demilitarized zones;

3. Requests the Secretary-General to designate a Special Representative to proceed to the Middle East to establish and maintain contacts with the States concerned in order to promote agreement and assist efforts to achieve a peaceful and accepted settlement in accordance with the provisions and principles in this resolution;

4. Requests the Secretary-General to report to the Security Council on the progress of the Special Representative as soon as possible.

Resolution 338, October 22, 1973.

The Security Council 1. Calls upon all parties to the present fighting to cease all firing and terminate all military activity immediately, "no later than 12 hours after the moment of the adoption of this decision, in the positions they now occupy."

2. Calls upon the parties concerned to start immediately after the cease-fire the implementation of Security Council Resolution 242 (1967) in all of its parts;

3. Decides that, immediately and concurrently with the cease-fire, negotiations shall start between the parties concerned aimed at establishing a just and durable peace in the Middle East.

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## SPECTRUM

## As safe as whose houses?

A law suggested  
this week would  
mean house sellers  
telling nothing  
but the truth.  
Lee Rodwell  
makes a survey  
of the proposals

Anyone who has bought a house knows that among many decisions that have to be taken, the question of whether to pay for a full structural survey can be one of the trickiest.

When the property market was at its craziest, buyers were tempted to go ahead regardless in order to avoid a delay that might cost them their new home. No doubt some now have cause to regret taking that chance.

At present, a house seller is not obliged to come clean about the damp in the downstairs cloakroom or the dry rot in the dining room — let alone the fact that the next-door neighbour is planning to build an extension that will block the view from the kitchen. But if proposals published this week by the Law Commission become law, then the vendor will have to disclose all the facts about a property... including any defects or adverse planning decisions.

In practice (since few of us are experts in these matters), this would mean the seller paying for and providing the results of all local authority searches and inquiries and some kind of structural survey. The Law Commission argues that, by changing the system in this way, conveyancing should become a "co-operative and quicker transaction involving honesty and openness in negotiations". But could it work?

There seems little doubt that confusion still exists about the differences between the three basic types of house inspection that may be carried out before a sale goes through: valuation, a house buyer's report and a full structural survey.

Understandable though it might be to assume that building societies would not lend money on houses that are falling down, their valuation is merely a way for them to assess whether the condition and value of a particular property is adequate security for a loan. A



Jan Morgan faces a £40,000 bill for repairs to her London house: "The public think a mortgage survey is a proper survey on their behalf, but it isn't"

valuation on its own is no guarantee that a house is structurally sound or without defects.

A house buyer's report falls somewhere between a valuation and a full structural survey and costs about £200. The surveyor will not lift carpets or floorboards, but he will make general comments about the condition of the building and its value, based on what is readily accessible or visible.

According to the Building Societies Association, only about 10 to 15 per cent of buyers opt for a full structural survey, even though most building societies will help cut costs by arranging for this to be carried out at the same time as the valuation, either by their own or the buyer's surveyor. Presumably this reluctance to have a full survey is because it can add £350 to the cost of buying a house — and if the purchase falls through the whole process has to be gone through again.

From the buyer's point of view, the new proposals obviously have advantages. Yet some organizations still see snags.

Trisha McLaughlin, of the Building Societies Association, says: "Any structural survey will become dated in a fairly short time. So if a

property stays on the market for six months, a vendor might have to get another one done and this could turn out to be expensive."

Also, when a buyer commissions a survey he usually has certain things he wants the surveyor to look at. For instance, he might want to use the loft as a study or playroom and would want to know if it was strong enough. But the vendor's survey might not answer these questions.

Potentially there could also be a conflict of interests. If the surveyor is being paid by the vendor, he might be inclined to put the property in a good light.

Finally, who is sued if something crops up that was missed by the survey — the vendor or the surveyor?

David Tench, legal adviser to the Consumers' Association, points out that the idea of sellers' surveys was suggested by the association five years ago. Not surprisingly, he is in favour of the idea, although he is more cautious about doing away with the principle of *caveat emptor* (let the buyer beware) altogether.

He accepts that there might be a problem of having to update both

searches and survey if a property fails to sell quickly. He also accepts the possibility that surveyors commissioned by vendors might be tempted to be less than candid.

"A good surveyor can point to problems which might occur in the long term — but in a seller's survey he might not do so. At present you have to discount part of what surveyors say, because they are always so gloomy. Buyers might have to learn to read between the lines in a different way in future. "Obviously these proposals won't be the answer to every problem."

Like all interested bodies, the Royal Institution of Chartered Surveyors are still preparing their response to the proposals but, says spokesman Paul Willett, they welcome the "moral thought" that would oblige vendors to disclose defects, and they want to make the idea work.

But they are worried about the practicalities and warn that nothing should be done in a hurry. Willett says: "If all properties had to have a survey we would need time to get the profession geared-up to meet the demand."

Additional reporting by Victoria McKee and Sally Kinnes

## NOTEN LUCK

Jan Morgan runs her own upmarket estate agency, Grosvenor Estates, specialising in multi-million pound properties for pop stars and potentates. She feels particularly sorry at having been stung over the £550,000 house she bought in Priamrose Hill, north London, which has just been found to have dry rot which will cost £40,000 to remedy.

"I was going to have it split into maisonettes for my stepson and his girlfriend and my daughter and her husband. The previous owners had stripped the house back to the brick and plaster, for which they offered all sorts of good reasons. It was only when we were well into the work that the architect discovered that the front wall was full of rot," she says. "Now my children have had to withdraw the sale of their own property until this house is habitable."

"We had a reputable surveyor — one I would not hesitate to use again — but surveyors are responsible for any damage they cause when surveying a property. In this case, the rot was so well covered that he could not have identified it. As an estate agent you know what to look for — you pick up the little signs such as a freshly painted room with a cupboard that has been nailed closed."

"The public think a mortgage survey is a proper survey on their behalf, but it isn't. Plenty of surveyors do not even stop at the house — they sit in the pub down the road and fill out their reports. I'm not saying that they are all like that, but some are. It is when the market is buoyant that standards drop."

"You don't feel so bad if you're stuck with £40,000 of dry rot if you've made more than that on the property in the meantime. But when prices are sticking and mortgage interest rates have gone up it's much worse."

Morgan, who calls her own company a "boutique business" giving special service to special customers, makes a point of recommending three or four independent surveyors to clients. She acknowledges the dangers of "surveyors who work hand in glove with estate agents and may not have the purchaser's interests at heart".

## Better dead than '88 red



CRAIG BROWN

This year's Beaujolais Nouveau run promises to be the most exciting ever, says wine expert Madeleine Smith. "The '88 Beaujolais stands comparison with many of the great Lined Oils of the Sixties," she enthuses, "and it can be mentioned in the same breath as last year's highest quality cough mixtures."

Beaujolais importer Miss Dorothea Puentes, 59, agrees: "This year's Beaujolais is many-layered," she says, "but once you have scraped off the top two layers you might well discover something perfectly drinkable underneath."

The organizer of this year's run, Doctor Crippen, describes the Beaujolais '88 as "heavy and undetectable, with all the hidden quality and depth of freshly-picked Deadly Nightshade".

The run kicks off in Paris at 0100 hours, when competitors fill the tanks of their cars with no more than four bottles of unleaded Beaujolais.

All being well, they will arrive in London at 0430 hours, when guest celebrity Luciana Borgia, from TV's *The Borgias*, will uncork the first bottle, which will be ceremonially employed to strip paint from walls in the Government's "cleaner London" initiative.

Back in their vehicles at 0630 hours, competitors will be permitted to de-ice their windows by the application of up to two bottles of Beaujolais. They will then drive their loads back to the Continent in compliance with the new EEC regulations on the disposal of toxic waste. "Britain is still the perfect dumping-ground for this abrasive fluid, but we would advise nobody to drink Beaujolais Nouveau without first seeking expert supervision," says Master of Wine Mrs Maybrick.

News of a fistfight in the common room of the University of Ulster seems to have come as a surprise to everybody. Mr Andrew Waterman, an English lecturer and poet, has admitted punching the retiring Dean, Professor Brian Manning, following a dispute over the worth of Daniel Defoe. Professor Manning is now recovering with three stitches to his face. "I clocked Manning one," Mr Waterman confirmed.

But why the surprise? English faculties the world over have for some time been obsessed with the intricacies of "deconstructionism", a method of deciphering everyday words for their hidden, socio-linguistic meanings. A look at the blurb on Mr Waterman's last slim volume of poems would have revealed the tell-tale passage: "Andrew Waterman is one of the most eloquent poets of his generation, and his versatility, wit and accomplishments are amply displayed." How those grimly portended words must be ringing in Professor Manning's ears. By now, it must be

clear to him that "one of the most eloquent poets of his generation" is in fact an accepted publishing euphemism for "talks too much"; that "versatility" means "prepared to indulge in fisticuffs" and that "wit and accomplishments" are amply displayed means "tubby and prepared to throw his weight around".

Let this sort of misunderstanding should happen in relation to other authors, I think it only fair to alert all readers to the true meaning of publishers' blurb.

## OF AN AUTHOR:

Charming: drunk  
Immensely charming: fat and drunk

Irrepressible: will even appear on TV-am

Wacky: wears red-rimmed glasses

Zany: wears red-rimmed glasses, and appears on TV-am

Up and coming: unknown

Intellectual: foreign

Major: minor

Courageous: rude

Irreverent: rude and ignorant

OF HIS BOOK:

Tour de force: far too long

Takes the lid off: makes up stories about...

Unauthorized: sycophantic

Unauthorized: never met the subject

Highly acclaimed: sold 10 copies

Best selling: sold 11 copies

Best received: no good reviews

Provocative: unreliable

A book to treasure: unreadable, but very expensive

Full of powerful photographs: full of pictures of dead bodies

Inimitable: similar to all the other books on the subject

As light as a soufflé: the blurb writer is peckish

Sparkles like the finest champagne: the blurb writer is thirsty

As meaty and heartwarming as a Lancashire hotpot: blurb writer is ravenous

Minor classic: no one reads it any more

Deeply personal: self-pirating

Impassioned: written on three bottles a day

Intricate: (also "dazzling" and "incandescent")

Unreadable

Haunting: unsatisfactory ending

## BEAM ENDS

Terry Higgins, of the Warwickshire firm of solicitors Blythe & Higgins, recalls a client who had a survey carried out by his building society's surveyor and ended up with the roof collapsing around him. "He was given the usual choice that building societies offer of having a quick look, medium or full survey. He opted, like most people, for the middle course. After the roof collapsed we were going to take the surveyor and his insurance company to court for £5,000, but managed to recover £4,000 without litigation."

Charles Lorton, of the Birmingham solicitors Argyle, worried that a change in the law would put too much burden of proof on the vendors. "The vendor can disclose only faults he knows about. Already you can take a vendor to court if you can prove he answered a question untruthfully or recklessly even though the principle of *caveat emptor* still prevails."

## THE INCREDIBLE SHRINKING HOUSE

Lorn McIntyre describes his experience of buying a house in Priamrose, near St Andrews, in Fife, as "cataclysmic". So expensive were the faults with the property — none of them noticed by his surveyor — that putting them right has cost him more than the original cost of the house. Even if he sold the house, he could not recover the money.

He bought the property in 1985, having asked for a survey through a building society. They arranged for a valuation to be carried out for mortgage. Within two weeks of moving in the McIntyres were worried that there was extensive rising damp — a suspicion which was confirmed when the local authority was called in.

A second surveyor, unaware of the history of the property, found that the timber framed lean-to kitchen (described as being "reasonably well-maintained" by the original surveyor) did not meet building

regulations and that the wiring looked dangerous. He recommended that the building society retain £14,000 of any mortgage until repairs were made. The property was declared uninhabitable.

The McIntyres had to move out and they spent a year living in a "ramshackle" caravan in the garden while their house was rebuilt and rewired. Planning regulations meant the division of rooms had to be restructured and what had been a six roomed house suddenly became a four and a half roomed house.

"It's like a double penalty," McIntyre says. "The last thing I expected was to end up with a smaller house."

When he tried to take up the case with his solicitor he met further disappointment. "He said it might take two years for the case to come before the Court of Session, cost about £10,000, and that I might lose on a technicality."

Having already sunk £32,500 into

a property for which he paid £30,000, the risk was too great. He was told, moreover, that surveyors were apparently making it a policy not to settle out of court because so many actions were being brought against them.

Even if the recommendations of the Law Commission are accepted, and the responsibility for informing the buyer about the state of a property rests with the seller, it will not necessarily help Lorn McIntyre. The commission's remit runs only in England and Wales, and it would require additional legislation for any changes in Scotland.

However, the Scottish Law Society has also set up a working party to look at the question of surveying, and this question may come up. Their first priority is to try to reduce the need for multiple surveying of property, which has up to now been a feature, and a grievance, of Scotland's different conveyancing system.

## The fever that sends art prices soaring

This week's world record price for a 20th century painting will not last long in the fever-gripped salerooms

The one thing more certain than that newspaper cartoonists will have fun today drawing women with three eyes wearing a kipper as a hat is that other men who know rather more about art will be sitting down drawing up very serious sums indeed.

The astounding price, £13.7 million, bid in New York on Monday for Pablo Picasso's blue-period "Maternité" set a record for a 20th-century work of art. But it will not survive the month. For on November 28, another Picasso, "Harlequin", comes up at Christie's in London.

And this is a more interesting work by far. From a later period, when Picasso drew inspiration from the circus, it was his first work taken up by a private collector, and was subsequently impounded by the Nazis on the grounds of its "decadence".

It was not the painting's fascinating history that made a Christie's man enthuse yesterday — "It may be the sale of all time" — but its potential, measured in noughts. For the international art world is gripped by a fever that translates in any language as "Never mind how it looks on

the wall, how will it hang in the books?"

At the start of this month a Christie's expert declared the "Harlequin" to be "the most exciting thing" since Van Gogh's "Irises" — so exciting, indeed, that it might "even make £10 million". Bold forecasting, if you look back at Picasso's previous highest price, which was £3.6 million. But how well he knew his marketplace was made clear within days when another Picasso, "Birdcage", went for £8.6 million.

But then art room experts have had a solid year now of seeing their most daring predictions overtaken by the events they stage-manage. It is not long since Lord Gowrie, the chairman of Sotheby's, declared: "One day I shall wake up to find that a single painting has made £20 million" — three times the existing record. Within days, Van Gogh's "Sunflowers" had changed hands for £24.75 million. And a mere eight months later, while most of the world's richest people were still counting their losses from the great stock-market crash, another Van Gogh, "Irises", raised the ante to £30.2 million.



Serious money: Picasso's "Maternité" sold for £13.7 million

It is now believed that the art boom was not a part of, but an alternative to, the scramble for stocks and shares: an escape ladder from already-shaking towers of equity fortunes. Which explains, in the words of one frequent of the great auction rooms, why "there are new people about, a clique, a sort of glitterati"

sale other records were set for a Degas bronze, Bonnard, Sisley, Fantin-Latour and Vuillard — all to unknown private buyers.

Another man's explanation for Picasso's part in the sale heat was: "I suspect the Japanese have discovered that Pablo didn't do pictures of old priests in robes." By this he meant that Japanese buyers, persistent players in the market at the highest level but notoriously uneasy with Old Masters and their Biblical references, had latched on to the cross-cultural worth of the great innovator.

But it is far from being all about Picasso and Van Gogh. No painter of any style or any century seems excluded from the stampede. Jasper Johns, the living American, more than doubled his previous record price from £1.8 million to £4 million in one day last week, and then to £10 million the next. Other artists — who, according to legend, ought to be starving in garrets — can look on prices commanded by their own art-form and not only marvel... but hope.

Which is good. Not necessarily quite so fine is the pressure on great collections to either sell or to at least abandon all hope of fine-tuning collections. Britain's rattling collection boxes any time a work of art may be sold abroad are evidence of the frail hold of public ownership on the national heritage.

Some private collectors are

also being singled by the flames: paintings are being brought under the hammer because owners who could afford the purchase now cannot manage the insurance premium.

Many art critics argue persuasively that, far from distorting values, these soaring bids actually create a proper distance between the great and the mundane, even within the body of work of one man: that after sales where his indifferent paintings provoked indifference, it is only these greatest works of Picasso that now achieve records. Even the Japanese buying investments for the board rooms "seem to be on a budget now, and are exercising greater discernment", I was told.

Very possibly. But shortly after describing the prices achieved in London last year as "obscene", an American saleroom spokesman became markedly silent at the point where New York sales (£382 million) finally overtook London (£327 million) for a year's work with hammer and hype.

And looking upon the scene as the next great masterpiece is offered for sale, scouting the mood of avid covetousness among those bidding, it will be easily to wonder what some of those Old Masters would have made of the scene: El Greco, say, who sketched so dramatically "Driving the Money-Changers from the Temple".

Brian James

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# TIMES DIARY

MARTIN FLETCHER

So Mr Gorbachov is to make another official visit to Britain. I well remember his first, in December 1984, shortly before he became the Soviet leader. Even then he stood out as being completely different from Messrs Brezhnev, Andropov, Chernenko and co. He failed to appear as planned at Highgate Cemetery to pay his respects at Karl Marx's tomb — some say because the authorities refused his request that all houses around the cemetery be cleared. Instead, showing an impeccable sense of priorities, he and his wife Raisa went off on an impromptu sightseeing tour. This took in that bastion of Christianity, St Paul's Cathedral, and the Jewel House of the Tower of London, repository of the Crown Jewels.

This time round, of course, Mr Gorbachov will go one better than the Crown Jewels. He is to meet the Queen herself at Buckingham Palace, as a prelude, perhaps, to the Queen herself embarking on the ultimate Royal Tour to the erstwhile empire of her cousins, the tsars.

After George Bush's success last week American ambassadors around the world are nervously waiting to see if they'll be replaced — and nowhere more so than in Dublin. A leading member of Bush's campaign team for the past year, Mrs Judy MacLennan, President of the Committee for a New Ireland, is said to be pushing hard for the job. But the present ambassador there is the formidable Mrs Margaret Heckler, a former secretary of health and human services in the Reagan administration who has made it perfectly obvious that she wants to stay. She has impressed the Irish government, which is discreetly letting it be known that it does not want her replaced.

British Aerospace stands to make huge profits from redeveloping sites it acquired when it bought Royal Ordnance and the Rover Group. Though the Government has staunchly denied that the taxpayer was shortchanged, the revelations have had a marked effect on ministers at the Department of the Environment who are about to embark on the privatization of the water industry. Civil Servants have received instructions to draw up valuations based on the potential development value of all the vast and disparate land holdings of the 10 regional water authorities.

The final contests for the Tory nominations to fight the Epping Forest and Richmond by-elections were singularly unbloody. In Epping the man who came a very close second to Steven Norris was his old friend and former parliamentary colleague Richard Hickmet. He was delighted at Norris's success and will campaign for him. In Richmond it was cosier still. The man who came second to William Hague was Alan Duncan. They too are the best of friends and until recently Hague actually lodged in Duncan's house in Westminster's Gayfere Street. At one point in last week's final selection it looked as if a second ballot would be necessary. Duncan found the prospect of a straight contest with his pal so unappealing that he suggested they toss a coin instead.

Employment Secretary Norman Fowler gave a talk at Eton last week entitled *Yes, Minister — Fact or Fiction?* By way of preparation he took from his department's library a book by Labour's Gerald Kaufman entitled *How to be a Minister*. He was taken aback to discover a single passage heavily underscored, presumably by some disgruntled official. "You must treat your civil servants with courtesy and respect," it read. "They have great experience and skill which they can place at your disposal."

BARRY FANTONI



'But I thought Mrs Thatcher wanted to curb the consumer boom'

Jim Sillars' victory for the SNP in Glasgow Govan last week could trigger a new bout of squabbling between Westminster's minor parties. After the general election the Scots and Welsh Nats laid claim to the SDP whips' office on the questionable grounds that they had a combined strength of six MPs to the SDP's five. The Commons Services Committee rejected the claim. It would find it harder to do so now. The departure of Bob MacLennan and Charles Kennedy for the Democrats has cut the SDP's parliamentary strength to three. Sillars' election has increased the SNP's strength to four even without Plaid Cymru.

Members of the select committee on televising the Commons will be returning to the Commons next Monday, a day before all their fellow MPs arrive for the Queen's Speech. They are coming to watch a demonstration of the different forms of lighting that could be used in the Commons chamber. What is wanted is something that does not dazzle or heat the place up, and does not cast faces into shadow by shining directly down. The answer does not necessarily lie with new technology. The latest idea is to cover the ceiling with reflective white and install elegant low-slung chandeliers.

The widely travelled President Gorbachov could be forgiven for thinking, as he turns his calendar, it's December, it must be London. His three visits to Britain have all taken place in the dark days of winter. But this has hardly mattered: each has had a quite specific purpose.

The first, in 1984, was his first excursion to Western Europe as *their* apparent, and can be seen as a trial run for the United States. The second, his stopover on the way to Washington last year, was to sound out the British Prime Minister about current US policy after the failed pseudo-summit at Reykjavik and to keep the momentum of bilateral agreements going. His third visit, in a month's time, would not have been undertaken unless he had an agenda in mind. His time is at a premium and domestic concerns are pressing.

Somewhere on his agenda will be commerce. It will also be near the top of Britain's list. At present, Britain lags behind West Germany, Italy and France in its level of trade with the Soviet Union, despite attempts to change this.

For Britain, the Soviet Union should be a promising market. Its living standards fall well

Mary Dejevsky on the significance of Gorbachov's visit to Britain

## Commercial traveller

below those of most developed countries and some underdeveloped ones as well. British firms could help to satisfy some of the unsatisfied demand — so long as the Soviet Union is prepared to pay, or Western banks are prepared to loan the money.

The problem is unlikely to be can it pay — its natural resources and excellent repayment record hitherto mean that it enjoys a high credit rating. It is more likely to be: is Gorbachov prepared either to increase the Soviet Union's debt, or to use his country's foreign currency reserves? Given the depth of his country's difficulties, he may prefer to spend hard currency rather than risk extending food queues. But he will have to be convinced that he will get at least as good a deal from Britain as he will get from our competitors. This will not be easy.

In principle, the Soviet Union

should be a more promising market for Britain than, for instance, China, where many British firms are already involved. Soviet per capita income is considerably higher, and with the promise — eventually — of a convertible rouble, changes in the joint venture regulations to allow foreign firms more than the present maximum 49 per cent stake, and mutually acceptable arrangements for the export of foreign currency, the opportunities and attractions of dealing with Moscow should increase.

The question, however, is not only can British firms produce what the Soviet Union wants competitively, but will the Cocom regulations on technology transfer allow Britain to sell it? Moscow is reported to have been angling for changes in the regulations, but this will be resisted so long as technology is regarded as one of the areas

where the West enjoys a considerable advantage and the Soviet Union is perceived as a potential threat. London may feel that the time to relax the regulations has not yet come.

While discussing trade, Gorbachov may also want to explore the implications for the Soviet Union of the single European market due to come into operation in 1992. Moscow now has a bilateral agreement with the EEC. It may now be concerned to ensure that, if the performance of Soviet industry improves, it will not be frozen out of a protectionist Europe.

Gorbachov will be in London on his way back from New York and will surely compare notes with Mrs Thatcher about President-elect George Bush, whom both leaders will by then have met. Higher on his agenda, however, may be "regional issues". London was the venue for

the preparatory talks which led yesterday to a provisional settlement in south-western Africa. Moscow could well try to sound out Britain on outstanding international questions, including the Horn of Africa and Indochina.

One of the potentially trickiest subjects, on both British and Soviet agendas, will be the perennial subject of human rights. For London, there are no outstanding cases of divided families, but there are other points of friction under the broad heading of human rights and international contact which need attention.

On the Soviet side, the question of human rights will be posed differently: will Britain withdraw its opposition to a Helsinki follow-up conference in Moscow on human rights. With Chancellor Kohl now supporting such a conference, Britain and the United States are the only

major opponents. The British view has been that even allowing for recent — and promised — changes in Soviet practice and legislation, there is still insufficient proof that the Soviet leopard has changed its spots.

Human rights organizations note continuing difficulties facing political dissenters, religious believers and others. They also cite the heavy fines and spells of detention imposed on those who participate in unofficial demonstrations. They also question the undertaking Chancellor Kohl said he had been given that all political prisoners would be released by the end of the year. Soviet officials now suggest that only 22 will qualify for release.

Aside from trade, sorting out minor irritants, and enquiring into the progress of *perestroika*, London's chief interest in the visit is probably that it is taking place at all. It confirms the importance of Britain and the British Prime Minister in the eyes of the Soviet leadership at a time when some doubt was being cast on that primacy. Whitehall will be quietly gratified that Mr Gorbachov has agreed to come to London before he goes to Paris, Rome and Bonn, as he is expected to, next spring.

Conor Cruise O'Brien

## Denounced — for the truth

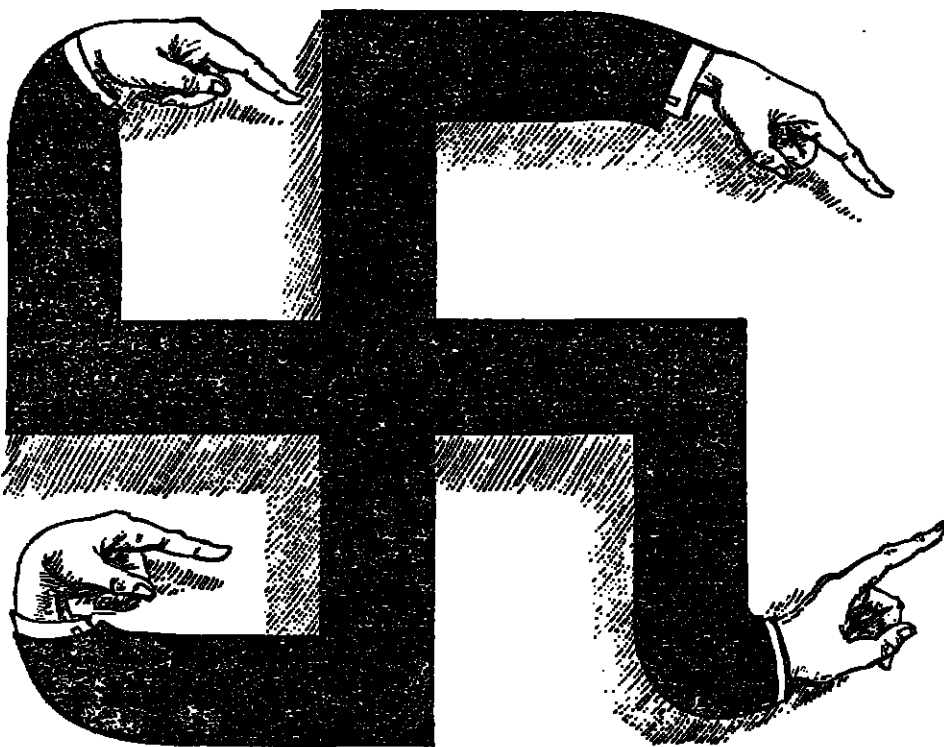
I write today in praise of a brave and honest German, Philipp Jenninger, who, until last week, was Speaker of the West German Parliament. He was forced to resign because he had made a truthful statement to Parliament on the occasion of the commemoration of the 50th anniversary of the Kristallnacht pogroms of November 9-10, 1938.

Those German parliamentarians who protested against their Speaker's remarks alleged that they were doing so because Jenninger appeared to be justifying Hitler. But it is clear that the real reason for the furore was not something Jenninger said about Hitler. What was intolerable was what Jenninger said, loud and clear, about the German people.

He was saying that Hitler, at the very time he unleashed his thugs against the Jews, was overwhelmingly popular with the German people. That was the hideous cat that Jenninger let out of the bag, right there on the podium of the Bundestag. The man that did that had to be driven from that podium, and was.

It is true that, as well as being brave and honest, Jenninger was mistaken about those on whose behalf he believed himself to be speaking. At the beginning of his speech Jenninger said: "Today we gather in the Bundestag to commemorate the pogroms of November 9-10, 1938, because not the victims, but we, in whose midst the crimes took place, must remember and settle our accounts; because we Germans want to be completely clear about the understanding of our history and its lessons for our policies, present and future."

It was Jenninger's fate to demonstrate experimentally that he had been wrong in that last remark. Germans, at present, very much *don't* want to be completely clear about the understanding of their history. Germans are not alone in that. All other nations — especially Europeans and Americans — have their share of responsibility for the fate of the European Jews. In a statement before the Peel Commission in November, 1936, Chaim Weizmann said of the Jews of the time: "The world is divided into places where they cannot live and places into



which they cannot enter." The owners of "the places where they cannot live" at least experience a sense of guilt about that fact, as the recent proceedings in and around the Bundestag variously demonstrate. The owners of the "places into which they cannot enter" have mostly forgotten about all that.

Who remembers the Evian Conference of July 1938 at which 31 countries — all "places into which they cannot enter" — decided to stay that way? Hitler rubbed his hands over Evian — as demonstrating the hypocrisy of his foreign critics — and it probably encouraged him to step up his anti-Jewish programme, and move through Kristallnacht towards the Holocaust.

Other countries share with the Germans some of the responsibility for the fate of the European Jews. Some of them also have encouraged the Germans to falsify German history. This trend set in shortly after the onset of the cold war, in the early 1950s. It seemed necessary to clean up the Germans, to fit them for their new role as allies. So it was not the Germans who had done all those bad things. The baddies were the Nazis, led by the madman Hitler. These

baddies, in some inexplicable manner, had been able to take control of Germany for their own evil purposes, to which the German people were profoundly opposed.

Understandably, this post-cold war fashion in German historiography was congenial to many Germans, and some of these even convinced themselves that it was true. I watched one of these on American television last week.

The *McNeill-Lehrer Hour*, on public service television, had a panel discussion on the Jenninger resignation, and one of the participants was a South German editor who was very angry with Jenninger for having, as the editor said, distorted history. The distortion consisted in saying that the Germans had thought well, at one time, of the Nazis, whereas the reality was that the German people were actually the first victims of the Nazis. The editor kept referring to Germany only as "my country": a formula which had the advantage, I suppose, of exercising the knowledge that the editor's country had also been the country of the Nazis.

Emboldened by the Jenninger example, I should like to consider the question which the post-cold war school of historiography is designed to avoid having raised (let alone having it answered). That is: Why was it in the Germanic lands, and in them alone, that a genocidal strain in anti-Semitism emerged in the 20th century?

We know, of course, that people of other nationalities — mainly Eastern Europeans — were willing executors of the Holocaust, at the lower levels. But the idea of genocide as the solution of "the Jewish problem" appears to be purely German. It was proposed, as early as 1865, by Eugen Dühring, a lecturer at Berlin University, in a book called *The Value of Life*. And the Holocaust of the 1940s was conceived, planned, and directed entirely by Germans.

In suggesting an answer to the question I have posed, I shall confine myself here to identifying and discussing two major factors: a pre-disposing one and a precipitating one.

The predisposing one is the German people's long-cherished conviction of its own exceptional purity, both genetic and linguistic. The precipitating one

is the defeat of Germany (and Austria) in the First World War, and the need to find, and punish, a scapegoat for that defeat.

The idea of Germans as a special pure Volk seems to go back to the fall of the Roman Empire, and to the *Völkerrwanderung*, and became elaborated and exalted in the 18th, 19th and early 20th centuries. The idea is that the Germans, never having been conquered by the Romans, are a pure people, unlike the French, British and Spaniards: peoples who became mongrelized by contact with the racially-mixed Roman forces of imperial times.

This idea, fortified by theories of "scientific racism", had become obsessive by the late 19th century in that large and influential sector of German society which proclaimed itself to be *völkisch*, meaning both nationalist and racist, and virulently anti-Semitic on both counts. What the Jews wanted, according to the *völkisch* people, was to betray the German nation and pollute the pure German race. German anti-Semitism, by 1914, was more racist, and ran deeper than French or Russian or any other anti-Semitism.

The precipitating factor ap-

peared in 1918, even before Germany's actual capitulation. After the failure of the last German offensive, in the spring of 1918, the German military caste needed to deflect the blame for the impending defeat on to somebody else. Their cultural conditioning determined who the "somebody else" had to be. Thus was born the myth of the *Dolchstoß*. The German armies had not been defeated in the field. The Jews had stabbed heroic Germany in the back just as Hagen had stabbed Siegfried, in Wagner's opera.

After the actual defeat the military leaders of the limited armed force left to Germany by the victorious Allies needed to perpetuate this myth. They needed it in order to consolidate the authority of the officer class, and to "keep the weapons shining", as they liked to say. To rally support for their own authority — very distinct from that of the civilian government of the Weimar Republic — the military authorities hired themselves a corps of agitators, to hammer home the thesis of the *Dolchstoß*. One of the most successful of the agitators, so recruited was Adolf Hitler. He was successful because his German audiences responded to his sincere and passionate anti-Semitism.

In the eyes of the *völkisch*, for whom Hitler was the most effective spokesman, the aftermath of the First World War confirmed all their worst fears. The Jews, having betrayed the German nation, were now plotting to seduce Aryan women and pollute the purest race on earth. In Germany, even before Hitler came to power, anti-Semitism had been fanned to such passionate intensity that genocide was already on the agenda. And it was not Hitler alone who had put it there.

Nor was it Germany alone. Most other nations helped to seal the doom of the European Jews, and afterwards to flush up the cultural process that had doomed them. All honour to the German who refused to join in the hushing up, and blurted out some home truths before the Bundestag.

© Times Newspapers, 1988

Commentary • ROBIN OAKLEY

## Labouring in vain

We sometimes forget, and Nigel Lawson last week did his best to help us forget, what an effective weapon is the Whitehall publicity machine, and how heavily the odds are stacked against an opposition.

The announcement at the Guildhall of Mr Gorbachov's visit achieved maximum impact. And Labour strategists are now resigned to a month in which the Government will dominate the news. Mrs Thatcher's visit to Mr Bush, the announcement of the new legislative programme in the Queen's Speech and the Gorbachov visit will consign Labour to the periphery of politics until January at least.

"All we can do" one Labour strategist told me "is to plug on in Parliament doing our best to look competent in the hope that the Government will make a mistake we can exploit". But with the Shadow Cabinet starting a two-day strategy meeting in Rottamington today, how long must Labour wait? The thankless nature of opposition has rarely been more apparent.

At this year's party conference Labour began to create a mass membership party which would mobilize the silent majority of moderate supporters. Neil Kinnock made one of the bravest speeches by a Labour leader in years, and there were clear signs of a new realism in the demands for a scaling down of the union block vote. But, thanks to Ron Todd, the conference became instead a public relations disaster, with Labour once again advertised as the slave girl

chattel of the union sheikhs. Then Conservative divisions on the new health charges and Shadow Cabinet elections, which brought talent to the fore, gave Labour need impetus in the Commons. But then came the Govan by-election, which cannot all be blamed on a donkey of a candidate, and which humiliated Labour and exposed divisions in the party about how hard it should fight the poll tax and how nationalist its pitch should be.

Among Labour MPs in the aftermath of the pessimism is never far from the surface. Virtually none sees the party winning the next election. Some wonder if it will ever win again. Against that background, a new Fabian pamphlet, *Labour Can Still Win*, by Martin Linton, seeks to turn the party away from apocalyptic theorizing and to put its decline into perspective.

At first Linton seems to make things worse, demonstrating that since 1951, when it won its highest vote ever — of 13,948,000 — Labour has "lost" seven million votes. Growth in the electorate and the lower voting age mean that Labour would need 17 million votes today to equal 1951, and in 1987 it won only 10 million.

But the seven million decline is not all it seems. Labour's share of the vote in unwinnable seats has dropped by 30 per cent. Its share in safe seats has dropped 23 per cent, but in marginal seats Labour is down only 8 per cent. Labour supporters, says Linton, vote tactically. Where their party seems safe some do not bother.

Where it seems to have no chance they turn to what we knew until recently as the Alliance, in order to try to beat the Conservatives.

He attributes 1.5 million "lost" Labour votes to the tactical squeeze which operates in the 242 seats where Labour is now third (compared to just five in 1951), and nearly one million to abstentions of the idle in safe seats and lower turnouts since the 1950s.

But the biggest single change since then, says Linton, is that the Liberal successors now put up 633 candidates compared to a mere 109 then, accounting for 1.8 million lost Labour votes. So some 4.3 million of the 7.4 million decline can be attributed to political causes than to the electoral system and the way people respond to it.

The trouble for Labour is that tactical voting becomes unconscious and self-perpetuating. Labour's vote holds up, comparatively, in seats where there is a real fight. Once the Tories are well ahead Labour voters lose heart and the vote collapses. Next time there is even less point in voting Labour and more chance of the Liberal unsettling the Tories. Tactical voting, says Linton, is killing the Labour-voting culture. And he supports those noted here last week as embracing the cause of electoral reform, and in particular the alternative vote.

The same spirit lies behind Linton's pamphlet as behind the recent publication of Ben Pimlott's *Sami-dai*, designed to create a "popular front of the

mind" against Thatcherism, and behind the periodic calls for pacts between opposition parties. When so many oppose this government, supporters of such initiatives argue, surely there must be some way of seeing off a prime minister who governs on a 42 per cent minority.

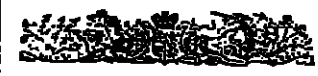
What they ignore is that, while there might be a 58 per cent anti-Conservative majority, there is, by the same argument, a 69 per cent anti-Labour majority. And most Labour activists would not embrace either coalition or electoral reform, because the second they did so they would be conceding that they are no longer capable of tackling the Conservatives on equal terms. Things have to get a great deal worse before that concession will be made, if ever.

*Sami-dai* and the others are left calling on all opponents of the Government to help create the climate in which Thatcherism will "play itself out". But that is a confession of the impotence of opposition to a prime minister who has become a truly dominant figure in an uncertain age in which many years for stability and continuity.

What Linton did not address was the problem of the three million votes which Labour has lost for political reasons. That is the task for the Shadow Cabinet today. Otherwise they could be waiting for ever for Thatcherism to collapse from within.

Pensioners' real incomes have risen by 25 per cent since 1979, not 1970, as stated in Woodrow Wyatt's article yesterday.

NOV 16 ON THIS DAY 1866



In his report to London on the effects of the hurricane in the Bahamas, Governor Rouson pointed out that while the great hurricane of 1813 had probably been just as violent the destruction on this occasion had been greater because of the increase of property. More than 1,000 people were made homeless.

### THE HURRICANE AT THE BAHAMAS

"Government House, Nassau, Oct. 17.

"My Lord, I am much grieved to have occasion to inform your Lordship that a violent and very destructive hurricane has just swept over these islands. It was undoubtedly a cyclone. The centre passed over New Providence on the 1st inst. The destruction of property on land and at sea has been very great throughout all the islands, and especially in New Providence. Happily, the loss of life has been comparatively small."

On Sunday evening, the 30th of September, at Nassau, the wind, which had been blowing for some time from the north-east, began to freshen. During the night it increased. At 10am on the following day it was blowing with fearful violence from the same quarter, or from north, and from noon to 6pm the hurricane raged without intermission. A deluge of rain accompanied the wind. At 7 o'clock the wind moderated, and the rain ceased. At 7.30pm there was a dead calm, and the stars appeared. The wind during that period had shifted to south; and at 9pm it had risen again, with gradually increasing violence, and accompanied with

torrents of rain and continued to blow until 2am, when it moderated and the rain ceased.

At daybreak a melancholy spectacle broke upon the inhabitants. In the harbour every vessel and boat, except one, was driven ashore or had foundered. The road along the coast to the eastward was blocked up with colonial craft cast up high and dry. Her Majesty's steamer *Nimble* was ashore in 6 feet water, having been driven from her moorings at 1pm.

Of the craft in the harbour 92 have been totally destroyed, 97 have been badly injured, and 43 have been slightly injured. Upon these vessels a considerable portion of the population depended for their income derived from fishing, sponging, and wrecking, and for the daily supplies of fish and of market produce brought from the out islands.

On shore the city exhibited a scene scarcely less distressing. It would hardly have suffered so much from a bombardment. The streets were choked with the debris of fallen and unroofed houses, and with prostrate trees. I enclose an abstract of the information obtained by the police as to the extent of injury done to house property throughout the island. It is necessarily imperfect to some extent. But your Lordship will be able to form from it some idea of the calamity which has befallen this island, containing perhaps 12,000 to 13,000 inhabitants, of whom the greater portion reside in the city and its suburbs. The list includes: 617 houses destroyed, 609 houses injured, 18 warehouses destroyed, 12 shops destroyed, 17 shops injured, 3 schoolhouses injured, 5 churches and chapels injured, 1 theatre destroyed, 1,034 persons made homeless."





1 Pennington Street, London E1 9XN Telephone: 01-782 5000

## WELL-PLACED SOURCES

For the past two weeks a debate has been taking place in *The Times* about the Prime Minister's need for a source of foreign policy advice independent of the Foreign Office. With Mrs Thatcher in Washington, and Mr Gorbachov about to come to London, this questioning of some long-fixed assumptions has become increasingly timely.

The textbook answer, spelled out by Sir Geoffrey Howe in a letter to *The Times* last week, is that the Prime Minister and the Cabinet are advised by the Foreign Secretary, who himself makes use of any sources of advice, official or unofficial, he cares to. In the end, he says, ministers, and not manipulative mandarins, make the decisions.

This is insufficient for the opposing side. Some of the critics have well-based suspicions of those mandarins' effectiveness. Others are animated more by the belief that the "Iron Lady" image has been an image only. In the view of a persuasive section of Conservative opinion, she has given way too often to traditional diplomatic pragmatism and compromise.

There is a widely-shared feeling, extending well within the Foreign Office, that the relationship is not working. Although difficult negotiations over Zimbabwe and Hong Kong have been carried out in a spirit of cooperation, the Prime Minister's fury at Foreign Office behaviour before the Falkland Islands invasion has sounded the more enduring note.

This is a Government dominated to an unusual, but not unprecedented, degree by a single individual. Major decisions, and many minor ones, are routed through No. 10. The genesis of the Prime Minister's recent Bruges speech on the future of Europe well illustrates the problem of poor communication through the system.

The drafting of this important statement was done in both places. But the final result reflected Downing Street's impatience with the Foreign Office version quite as much as any considered view of what was needed. That impatience was perpetuated in press briefings by both sides afterwards. The need is for a more stable relationship to fit the present political realities.

Today Mrs Thatcher can inspect at close quarters the American model. Her sense of order may initially be affronted by the quadrennial jostling for control of foreign policy, the traditional promise of foreign policy leadership given by the new President to his new Secretary of State, the criticism of past inter-departmental confusions — and the knowing predictions that those promises will be broken, as they have been in every presidency since 1960. But as an argument against independent advice for a British Prime

Minister, the US example is a red herring.

The Assistant for National Security, a personal adviser to the President, heads the secretariat backing the National Security Council, the body in which senior Service advisers and Cabinet members sit to settle major strategic questions. The accumulated memoirs of presidents and national security advisers bear eloquent witness to the scope for bureaucratic intrigue and confusion which this arrangement allows.

Mr Bush, unlike Mr Reagan, has the powers of application to make the system work and avoid any new Iran-Contra affairs. So does Mrs Thatcher. In Britain, as in the US, the heart of the case for an independent unit or adviser on foreign policy is not about the policies themselves but about political governance as a whole.

British prime ministers have felt a growing need to create *ad hoc* advisers to monitor advice from increasingly powerful Whitehall departments. This triggered a debate, now dormant, about whether central government needed a Prime Minister's department.

The strongest argument for personal advisers supporting prime ministers is that if No. 10 feels that its case cannot be prosecuted to the full in bilateral exchanges with ministers or in multilateral forums up to and including the Cabinet, then strain results. From strain comes the risk of inconsistency and incoherence in policy, a considerable danger in dealing with either friends or enemies abroad.

The peculiarity about Sir Geoffrey's rapid-fire response to *The Times* is that he felt such a powerful need to oppose the extension to foreign affairs of the system of Downing Street policy advice which, after a few hiccups, has served the rest of Whitehall well. Officials or ministers taking fright at the idea should consult the winter, 1987, edition of the journal, *Public Administration*, in which an ex-member of the Policy Unit, Mr David Willetts, outlines its functions as they have settled down in the later Thatcher years.

The unit monitors the creation and implementation of policy for its consonance with the Government's strategic objectives. Unless its actions are deliberately designed to discomfort Civil Servants, its work should be a contribution to the stability of prime ministerial government and to the coherence of policy.

Powerful but frustrated prime ministers have always found ways to acquire their own advice; but if they are doing this in the teeth of opposition, the results may be unhappy. As the Prime Minister sits down with Mr Gorbachov, it is in nobody's interest that she should be missing advice of exactly the kind she wants.

## A SINGLE-ISSUE ELECTION

Today, after 11 years, at least two postponed election promises, and a 1985 vote in which political parties were banned, Pakistan goes to the polls. The bottled-up politics of this tightly-ruled state have been released, with remarkably little violence.

The Zia era, as it is now called, is well and truly over. Even his heirs, the Muslim League and the Islamic Democratic Alliance, do not appear to lament its passing. Exuberant crowds, hundreds of thousands strong, have cheered rival political leaders. If ever there was need of proof that Pakistanis are capable of managing a fully-fledged democratic election campaign it has been furnished in plenty. Yet for all the passion and momentum this has been a single-issue election.

The issue is Miss Benazir Bhutto. Leaders of the Islamic Democratic Alliance, who are at best new converts to democracy, have tried to focus public attention on the supposed perils of a second Bhutto succession. They have, with some justification, criticized the Bhuttos for their role in the Bangladesh civil war, their previous arbitrary exercise of authority, and their links with the Al Zulfikar resistance movement. Less justifiably, Miss Bhutto has been criticized as woman, wife, and mother.

Miss Bhutto, for her part, has attacked her opponents for corruption, for collusion with General Zia, and for attempting to deceive the electorate. But her chief message has been the restoration of representative government. In conveying this, she has stressed that her policies in no way threaten the Army, the industrialists, or the bureaucracy. Like her opponents, however, she has focused the campaign on herself and her People's Party, which she has presented as the only vehicle capable of returning Pakistan to democracy.

The battle of image seems to have done Miss Bhutto no harm. Probably her greatest achievement, however, is her success in

altering the way her countrymen perceive her. The impetuous, inexperienced, 33-year-old who returned home in 1986 claiming that she could overthrow the Zia Government, and then spent the next two years cooling her heels in Karachi, has re-emerged as a responsible and moderate politician. Today, her age — 35 — and her sex are not the main issue. The issue is her message. That fact is a tribute both to her and to the people of Pakistan.

It is now up to the voters to choose their next government, and it is to be hoped that both the country's army and its caretaker government will resist the temptation to impede the process. Although both the Army chief, General Aslam Baig, and the caretaker President, Mr Ishaq Khan, have spoken of their personal commitment to a free poll, the Supreme Court ruled last week that voters must produce their identity cards. In Pakistan this could affect not only the eligibility of many to vote, but also the validity of the result.

Last week, the Government admitted that not every voter had a card. At the same time, the courts have accepted that in some constituencies more cards have been issued than there are registered voters. Those without identity cards are likely to be rural voters and women — the very groups from which the People's Party is believed to draw particularly strong support.

At her last rally Miss Bhutto, while disappointed, indicated that she accepted the identity-card requirement. But if the elections are to be seen as fair and, more important, if they are not to lead to violence, there must be no further impediments to voting. Nor must there be any hindrance to a legitimate count. In so far as an honourable election could help to attenuate Pakistan's ethnic divisions and its political problems, a discredited election could deepen the differences which have so often threatened to tear it apart.

## King's Cross fire

From Mr Trevor Jukes  
Sir, The practice of making a scapegoat of the head of a large organisation for an accident at local level, dreadful as that accident may be, may save the public conscience, but is it fair?

The chairman of London Regional Transport (report, November 11) is chosen for his expertise in management, not for his familiarity with the mechanism of escalators. Responsibility at local level for safety must rest with local management, working within broad guidelines laid down from above.

Yours faithfully,  
TREVOR JUKES,  
Wymatts,  
Lecroft Road,  
Barnet,  
Hertfordshire,  
November 11.

From Mr Anthony Hunt  
Sir, If the departing chairman of London Regional Transport is right and the lessons of the King's Cross fire have been learned, why are cigarettes still on sale in

halls (and even on platforms) nearly a year after the disaster?

Yours faithfully,  
ANTHONY HUNT,  
70 Park Hall Road,  
East Finchley, N2,  
November 10.

## Broadcasting future

From Mr James Burton Stewart  
Sir, For all its idiosyncrasies the Independent Broadcasting Authority has served us well. ITV franchises, awarded on merit more than commercial clout, have given us informative regional programmes that have not necessarily been financially rewarding for the contractors.

The future of such relatively high cost per viewer programming must be less assured in the intensely commercial environment signalled by the new proposals of selling Channel 3 franchises (reports, November 8, 9).

In itself greater choice is a laudable ideal, but how much authority will the new "lighter touch" Independent Television Commission have to prevent the kind of anomalies which have

resulted on the deregulated French television system, where all six channels can, quite often, be seen broadcasting cartoons simultaneously?

Although our eminence as a broadcasting nation should not preclude us from considering means of improving the level of service, it would not be a change for the better if the new regimes were to lead to an "Americanisation" of British television.

Yours faithfully,  
JAMES BURTON STEWART,  
Bramble Cottage, 2 Lanes End,  
Station Road, Launton,  
Bicester, Oxfordshire.

From Mr Spike Milligan  
Sir, My God. The ballyhoo: the television revolution? We are bound to get things like *East-Enders*, *Neighbours*, *Coronation Street*, *Blankety Blank*, *News*, *Terry Wogan*, and *Michael Aspel*. I mean, where's the revolution?

Yours, automatic viewer,  
SPIKE MILLIGAN,  
Carpenters Meadows,  
Dumbwoman's Lane,  
Udmore, Rye,  
East Sussex,  
November 8.

## Student loans: our debts or theirs?

From the Sub-Dean of Westminster

Sir, Parents naturally wish to provide for their children at least as well as they were provided for themselves. Civilized societies, similarly, have normally felt obliged to ensure for subsequent generations resources and opportunities as good as, and if possible better than, those enjoyed at the present time.

Our own society has been moving for some time in the opposite direction. Our children will have a larger number of their elders to support than ever before. We are bequeathing to them an impoverished environment. We are passing on to them massive arrears in the maintenance of public utilities. They will be required to run the economy without the adventitious benefit of the revenues from North Sea oil.

We are remitting to them unsolved problems in the disposal of nuclear and other industrial waste. Indeed, we are now exposed to the almost unprecedented accusation that we are knowingly seeking to improve our own situation at the expense of those who come after us.

Providing as good an education as we can for the next generation is not merely a natural human aspiration; it is a vital means of ensuring this country's prosperity in the future. But now, not merely are we trying to invest less in the wisdom and skills of our successors, but we are asking them to add part of the cost of acquiring these necessary things to those other debts and obligations which we are laying upon them.

Can such a policy be morally justified?  
Yours faithfully,  
A. E. HARVEY,  
3 Little Cloister,  
Westminster Abbey, SW1,  
November 11.

From Mr K. A. Stevenson  
Sir, Until Mr Kenneth Baker revealed his plans for student

Spending on elderly  
From Mr Stephen Schattmann  
Sir, Your report on Parliament (November 9) quotes the Prime Minister as saying: "Britain's spending on the elderly is the third highest in Europe as a proportion of GDP."

Of course, total per capita outlays on the 65-and-over age group substantially exceed those on the young. Just as expenditure on family benefits is concentrated on the young and that on education on the younger age groups.

In 1980, according to a recently published OECD study (*Ageing Population. The Social Policy Implications*, Paris, 1988) outlays on the elderly in the United Kingdom exceeded those on the young by a ratio of 2.1, compared with an average for 12 countries examined of 2.7. Wisely, the researchers refrained from compiling a league table.

But such a table has been compiled for the very basis of a

## Bomb compensation

From Lady Berry

Sir, May I add a personal point to those made in the letter which you published from my solicitor on November 14. I would regard it as a great pity if the matter of my compensation by the Criminal Injuries Compensation Board were to be dragged down to a level of legalistic, bureaucratic quibbling.

What is wanted is an adequate and consistent national system of compensation for the victims of disaster, so that they, many of them significantly worse off than myself, will be treated with some compassion, speed and generosity.

Meanwhile, I am very grateful that Dr David Owen, MP, asked a question to the Prime Minister in relation to my case (report, October 26). I sincerely hope that, having undertaken to pursue the matter, Mrs Thatcher will do so with her customary tenacity.  
Yours faithfully,  
SARAH BERRY,  
1 Graham Terrace, SW1,  
November 14.

## Double Dutch

From Mr Ivan Cresswell  
Sir, The thought of William of Orange "glancing at his diary" on hearing the church bells ringing as he landed at Brixham on November 5, 1688 (old style), as suggested by your television writer Martin Cropper (November 10), is intriguing.

Assuming he possessed a diary, unless it was an English one he is unlikely to have realized the pail was commemorating Guy Fawkes, and if it was a Dutch one it would presumably have indicated that it was November 15 (new style) anyway.

Yours faithfully,  
IVAN CRESSWELL,  
The Old Rectory, Shelton,  
Norwich, Norfolk.

## New gold coin

From Dr David Stevenson  
Sir, Your report (November 11) that gold coins are to be issued next year to mark "the transfer of legislative power from Scotland to the British Parliament", and will include a £2 (appearing in February) commemorating "the Scottish right of claim" betrays a remarkable degree of historical confusion.

Presumably the coin will commemorate the English Declaration of Rights of February, 1689 (which later became the Bill of Rights), rather than the Scottish Claim of Right, as the anniversary

## Grades and skills of health staff

From Professor J. E. Lennard-Jones

Sir, The Government, through a substantial pay award, aims to reward senior nurses with clinical responsibility. For many nurses this aim has been achieved. However, the new grading structure has created invidious distinctions between staff formerly of the same grade. Posts have been graded in such a way as to give advantage to senior ward sisters but not to benefit sisters in charge of special departments. Many of these departments provide a skilled service for out-patients which decreases the need for expensive in-patient care.

For an undergraduate student who never leaves his or her university town to visit anyone or anywhere, never watches films or cultural events, never eats out nor visits public houses, does not have a television, never spends anything on books and stationery (mere luxuries for learning) and never needs new clothes, for so modest a student Mr Baker's proposals of a £420 loan, £1,019 parental contribution and £1,356 maintenance grant as yearly income will provide £3,08 daily food allowance after £20 weekly for rent, poll tax and heating costs.

Which rules of mathematics make this add up to "enhanced... cultural and intellectual capacity" (leading article, November 10)?

Yours faithfully,  
K. A. STEVENSON,  
46 Northey Road,  
Holbrook,  
Coventry,  
West Midlands,  
November 10.

From Mr J. K. Shawcross  
Sir, Which (and how soon) will be the first company to offer to pay off a student's outstanding loan after graduation as a further inducement to recruit increasingly scarce, capable, and well-educated workers?

The "smart" student, knowing that he/she has the capability to achieve a good honours degree, will therefore borrow more. This will enable them to live at university in greater comfort, with a less stressful life, thus enhancing further their chances of obtaining their good degrees.

Yours faithfully,  
J. K. SHAWCROSS,  
Mark's Bridge House,  
Amble, Northumberland,  
November 10.

pensioner's existence — the pension itself. Its source is a back-ground paper prepared for a conference of ministers meeting as members of the OECD Manpower and Social Affairs Committee held in Paris last July. The data show: 1. The United Kingdom which in 1985 took fifth place out of 11 Community member countries (Luxembourg excluded) in a list of GDP per head ranked tenth in public pension expenditure, only Ireland spending a lower percentage of GDP. In 1975, 1980 and, of course, 1985 the United Kingdom figure was much below the Community average: 6.7 per cent against 10 per cent, for instance, in 1985.

2. If Austria, Finland, Norway, Sweden and Switzerland are added to make it "Europe", the United Kingdom ranking is 15 out of a total of 16.

Yours faithfully,  
STEPHAN SCHATTMANN,  
65c Wigmore Street, W1,  
November 10.

## Entente royale

From Mr C. H. Whistler

Sir, Living in south-east England we were privileged to witness this morning's moving ceremony at the Arc de Triomphe in Paris on French television — a brighter and more realistic image of Franco-British relations, after fighting side by side in two world wars, than is generally presented to the public.

Our admiration and thanks must go out to the Prince and Princess of Wales for their great contribution to the present warmth in these relations reflected in the French television commentaries.

The Prince's ability to speak in excellent French to his hosts has been all-important. It is a lesson we would all do well to learn when negotiating and travelling abroad.  
Yours faithfully,  
CLAUDE WHISTLER,  
Great Selson,  
Kent,  
November 11.

From Mr I. R. Montgomery  
Sir, Your correspondent, in reporting (November 12) the Prince and Princess of Wales attending the Armistice Day's ceremony in Paris, referred to the future King of England.

Was it coincidence that the adjacent headline reported the shattering rejection of English politics in the Govan by-election?

The future King of England may well have to shift his criticism of architecture, somewhat further north. Hadrian's Wall, perhaps?

Yours sincerely,  
I. R. MONTGOMERY,  
Birchbank,  
Loch Ore,  
Elgin,  
Morayshire,  
November 14.

of the latter will come two months later, in April. It is however to be hoped that the Claim of Right is also to be commemorated — not least because, after listing the unconstitutional actions of James VII and II, it declared that because of them the King had forfeited his right to the throne.

The Scots thus boldly asserted the right of subjects to dethrone a tyrant, refusing to go along with the merely-mouthed hypocrisy of the English who claimed that the King had abdicated voluntarily.

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For example, the post of sister in the endoscopy department at St Mark's Hospital, where over 1,000 examinations of the lower bowel are performed each year, many for the early diagnosis or prevention of cancer, has been graded F, below the level of a sister in charge of a ward. With her staff, she cares for patients who receive sedation and assists with a complex procedure which often includes electro-surgical removal of tissue. She is also responsible for management of the department, including the care of sophisticated and costly instruments. The present holder of the post has already worked for three years as a senior ward sister.

In the operating theatre, a post filled by a sister with 10 years' experience and a certificate of special training for that role has been graded F, despite the fact that there is a 24-hour on-call rota. This sister is in charge of the theatre when called in at night or at the weekend.

Until the grading structure was announced last week (report, November 2), the sisters at this hospital worked as a team with high morale. Artificial distinctions have now been drawn between them. These experienced sisters resent the failure to recognise their skill and responsibility as much as the financial disadvantage which now exists between them and their colleagues on the ward.

Yours faithfully,  
J. E. LENNARD-JONES  
(Chairman, Medical Committee),  
St Mark's Hospital,  
City Road, EC1,  
November 11.

From Mr Trevor Berry  
Sir, Senior midwives of many years' experience are appalled at the prognosis for their profession in consequence of the clinical grading restructuring. In 78 per cent of deliveries in the UK the midwife, a practitioner in her own right (a unique statutory responsibility) is the senior person present, yet she is to receive

## Trial by jury

From Mr Ivan Lawrence, QC, MP for Burton (Conservative)

Sir, For some reason Mr G. G. Campbell (November 11) seems to think that jurors are only peremptorily challenged when the case against a defendant is overwhelming. That view accords neither with common sense nor with actual practice.

Common sense would surely make it more likely that defence counsel would pull out all the stops when there was a greater likelihood of the defence succeeding. In practice, such challenges are usually made when the defendant sees from the dock someone who looks as though he might be biased against him or if a black defendant or a woman wishes to have at least one such person to try them on the jury. A man accused of rape might well want a woman

## Present indicative

From Mrs Charlotte Farris

Sir, The Christmas present I do not wish to receive (letters, November 9, 12) is the "recycled" one. This is something which the donor was given the previous year, rewraps and passes on.

I believe that there are some that have been in circulation for years, only being withdrawn when they become too obviously tatty, at which point they are usually presented as raffle prizes.  
Yours faithfully,  
CHARLOTTE FARRIS,  
Pit Farm,  
Butcombe,  
Bristol, Avon.

## Ginger group

From Dr Roger W. A. Linden

Sir, With regard to the letter on "Gingerbread people" (November 11), my family and I came across a notice in a window of a rather up-market patisserie in York, advertising "Gingerbread persons". When I pointed this out to my father he wondered how they got away with the notice next to it. It was advertising "Strawberry tarts", needless to say at a slightly lower price.

Yours faithfully,  
ROGER W. A. LINDEN,  
King's College London,  
Biomedical Sciences Division,  
Strand, WC2.

firm the opinion of most Scots that the events of her distinctive history are not regarded by the present British establishment as having relevance in the development of the British State — thus making yet another small contribution to the sense of alienation in Scotland which was so dramatically illustrated by the Govan by-election result.

Yours faithfully,  
DAVID STEVENSON (Director,  
Centre for Scottish Studies),  
University of Aberdeen,  
Taylor Building,  
King's College,  
Old Aberdeen,  
November 11.

## Grades and skills of health staff

From Professor J. E. Lennard-Jones

Sir, The Government, through a substantial pay award, aims to reward senior nurses with clinical responsibility. For many nurses this aim has been achieved. However, the new grading structure has created invidious distinctions between staff formerly of the same grade. Posts have been graded in such a way as to give advantage to senior ward sisters but not to benefit sisters in charge of special departments. Many of these departments provide a skilled service for out-patients which decreases the need for expensive in-patient care.

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Yours faithfully,  
J. E. LENNARD-JONES  
(Chairman, Medical Committee),  
St Mark's Hospital,  
City Road, EC1,  
November 11.

## Fair exchange

From Mrs Jane Elliott

Sir, I was interested to read in the City Diary (November 8) of a competition offered by a firm of solicitors for examples of legal wit. This brings to mind a touch of humour from a bank manager, also a breed not known for their humour.

As a 20-year-old penniless nurse, living in London, I sent a Christmas card to my bank manager wishing him a "happy Christmas and a prosperous (underlined) new year".

He replied promptly with a delightful card, but with the following inscription: "Wishing you a very happy Christmas, but, dear Miss Eyre, your need for a prosperous new year is greater than mine."  
Yours sincerely,  
JANE ELLIOTT (née Eyre),  
Hillside House, Windmill Lane,  
Henfield, Sussex.

on his jury who he hopes might see through the complainant's untrue evidence.

In practice, the peremptory challenge of up to three jurors has been an inexpensive and relatively insignificant method of providing a safety valve for a defendant who may have been in prison awaiting trial for months. The by no means frequent use of such challenges reassures such a person that his trial is likely to be fair, and gives him less reason for anger and disruption.

A safety valve may still be required. The difference will be, if it were to follow the American pre-trial *voir dire* pattern of oath, that in future it would be neither inexpensive nor insignificant.  
Yours truly,  
IVAN LAWRENCE,  
House of Commons,  
November 11.

## National Insurance

From Sir James Cable

Sir, Mr Kilroy-Silk's article on November 11 gave a misleading impression of the nature of National Insurance pensions. These are neither charitable gifts to the deserving poor nor the result of redistributive taxation.

In the words of the leaflet (NP 32) issued by the present Government in October, 1982: "the rate of basic pension depends on your record of NI contributions over your working life."

To rub the point home those who retire early or work abroad are advised to pay voluntary insurance contributions "to ensure that you get a full basic pension."

Naturally a majority in the House of Commons can do anything. If they wish, Conservatives can subject the payment of State pensions, and socialists the payment of dividends on Government securities, to any kind of means test. I do not think either party would be wise thus to undermine the nation's credit.  
Yours faithfully,  
JAMES CABLE,  
8 Essex Close, Cambridge.

## Ellipsis slip

From Mrs Gill Ashton

Sir, In view of recent trends in health care, how about "Out of sight, out of pocket"?  
Yours myopically,  
GILL ASHTON,  
St Stephen's Vicarage,  
311 Salford Lane, Salford, Derby.

From Miss V. L. Moore  
Sir, My married friends assure me that "one good turn gets most of the duvet".  
Yours faithfully,  
V. L. MOORE,  
64 Castle View,  
Roborough Park,  
Westbury, Wiltshire.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number — (01782) 5046.











## THE ARTS

## TELEVISION

## Young persons' guides

The How-To-series came of age last night on Channel Four, and the age was about 11. First, *The Secret Life of the Vacuum Cleaner* showed its audience the best way to recycle tin cans and copper wire, as an electric motor.

Later, *Stoff* demonstrated the art of baking chicken in a hole dug in a lawn. When nuclear winter comes, it will be the children who survive.

Tim Harkin's engagingly amateurish anatomy of domestic appliances looks like the kind of thing the Open University might achieve if it were reinvented by Heath Robinson. Surrounded by a menagerie of Edwardian vacuum cleaners, the cartoonist-turned-presenter attacked a filthy Turkish carpet with a variety of malfunctioning nozzles, the most impressive of which blew the dust instead of sucking it.

Then a man called Rex fitted a plastic bag to a modern vacuum cleaner's outlet nozzle and proceeded to lift the offside rear wheel of a substantial van clean off the ground. I trust we will be seeing a lot more of Rex.

The closing set piece consisted of an exemplary heap of junked appliances, which began to fizz and crackle as our guide rapidly made his way out of shot. A hysterical vacuum cleaner walking through the air, while emitting a trail of firework sparks, is a kind of poetry in motion of which Harkin can be proud.

His only minus points were incurred for failing to read extracts from the door-to-door salesman's favourite novel, Maclaren Ross's *Of Love and Hunger*.

These ramshackle elements of *The Secret Life* are casual, unpretentious; those of *Stoff* entirely awful. Dawn French's decent idea, that of an anti-foodie food series, has been hijacked by the values of youth programming.

The hardest point for the viewer to grasp in last night's opener was French's purpose in being in the frame. "Must be the same as my spaghetti," she muttered, as the mopey, garrulous author of the SAS' survival manual recommended a woodland fern as a violent purgative. Since she is a comedienne of budding Hattie Jacques proportions, one has to assume that the humour was supposed to derive from her untested hunger.

Later, a kitchenware demonstrator being heckled by a cameraman was the cue for French to "show her face into his lens before pretending to brain him with a frying pan. Come back, Keith Floyd."

Martin Cropper

John Higgins welcomes a Romanian debutante in a remodelled and recast Massenet production



The seminarist and the soprano: David Rendall and Leontina Vaduva

## Saved, in part, by a new belle

## OPERA

Manon  
Covent Garden

The Royal Opera House have sent in the salvage squad to save what they can from the *Manon* seen the summer before last. Not that there was much worth rescuing from Rudolf Noelle's drab and glum-faced production of Massenet, apart from Neil Shicoff's sweetly sung Des Grieux, a model seminarist with his ingenious eyes peering through steel spectacles. But Shicoff is currently preparing for next month's *Rigoletto*.

Still, no one can accuse Covent Garden of not trying. John Cox has tightened up a lot of the staging, made some cuts in Act III and generally clipped several minutes off the considerable running time. Peter Rice has redesigned the last act with a cluster of bare masts in the harbour of Le Havre, which now makes better sense, although the row of trees stunted by the sea wind, specified by Massenet, is missing. And an entirely new set of principals has been engaged.

Easily the most striking of these is the 27-year-old Romanian soprano Leontina Vaduva, who makes her house debut in the title role. She recalls irresistibly her compatriot Ileana Cotrubas. It is not just a matter of shared nationality, but the same dark hair and oval face which can put on an expression of childish bewilderment at all the bustle at the Amiens Inn ("Je suis cocor tout étourdie") and the change to the

cold imperiousness of the Cours-La-Reine scene.

Some of the vocal mannerisms are similar, too. Vaduva carefully suppresses a syllable or two, to notable dramatic effect, as she breathes her last while telling the audience they have heard the whole story of *Manon Lescaut*. Earlier, the final "Adieu" of *Manon* in the farewell to her little table was delivered almost pianissimo, where some sopranos cannot resist shouting it out. The coloratura for Act III was bell-clear and supported by plenty of volume. That presages well for the *Gilda* which Vaduva sings here next season. It is worth noting that Cotrubas was the *Manon* originally scheduled for Noelle's *Manon* and that *Gilda* was one of the roles with which she won her early reputation in Western Europe.

David Rendall offers a much more conventional and stolid Des Grieux than did Shicoff. His tenor was always promising more than it actually delivered, he seemed scared to let the head notes flow in Des Grieux's reverie and his anti-reverie, "Ah! Fuyez, douce im-

age". He became much more at ease in the heroics of the last act. François Le Roux, who, like Leontina Vaduva, was making his house debut, was an impressive and vocally limber Lescaut.

A pity he could not have passed his French on to some of the other cast members. The Guillot was poor and Donald McIntyre boomed away in very un-Massenet style as the Comte Des Grieux.

Michel Plasson, who is an old hand at this opera and has both made an excellent recording of it (EMI) and worked with Vaduva, was a surprisingly variable conductor on the first night. The opening was not so much lively as raucous, then the prelude to Act II provided the authentic Massenet sound. But there were far too many orchestral fluffs for comfort, and suggestions that the rehearsal period for what is billed as a "new production" had been too short.

All John Cox's efforts to inject some feeling of the hectic, greedy and pleasure-seeking world of Massenet's *Manon* tend to be stifled by Peter Rice's heavy handed sets with their oppressive ceilings. Act II, with its Greuze-like bed and a kittenish *Manon* within it, works. The rest still needs attention, especially the opening act, which makes Amiens a dodgy place at which to stop. But perhaps, for all concerned, it was

## JAZZ

## Still at school

Vaughan Hawthorne  
Ronnie Scott's ClubTim Whitehead  
Band  
Parkshot Centre,  
Richmond

Also-player Vaughan Hawthorne's sleeve notes to his new album, *The Path*, with references to Jung and "discovering my potential for growth", place him firmly in the John Coltrane tradition of the saxophonist as sage and seer. At the moment, however, he lacks the technical and emotional resources to match the rhetoric.

Barely out of his teens, Hawthorne was raised in Kent, and played classical music before switching to jazz with the encouragement of Digby Fairweather and Kenny Baker. He is now at Berklee College in Boston.

His first album, *Emancipate*, was released last year to mixed reviews. *The Path* represents a step forward. While his soprano work is still dogged by the shadow of Coltrane, the record flares into life in Ornette Coleman's "Turnaround".

Unfortunately, the Coltrane influence was back at work on Monday, when Hawthorne's quartet provided the support set for the Cuban trumpeter Arturo Sandoval. With pianist Jason Rebello in his best McCoy Tyner mode, Hawthorne provided a fluent version of the Coltrane standard "Mr P.C." while drummer Aaron Scott juggled with Elvin Jones-style polyrhythms. What was lacking was the crucial ingredient of individuality.

Tim Whitehead has been around longer than Hawthorne, quietly developing a reputation as a versatile tenor player. A member of Loose Tubes, he is on tour with a quintet to promote the EG album, *Decision*, a languorous cocktail of fusion pieces.

If the record never quite takes flight, the reasons lie mainly in the soft-focus production. In concert, the band packs far more punch, with drummer Nic France in the forefront. Of the original compositions, "Early Days" recalled the intelligent funk of David Sanborn while Whitehead's "Vero" evoked a gentle Latin ambience with the help of guest-percussionist Bosco De Oliveira. The best was left to the encore of "Seven Steps to Heaven" and "On Green Dolphin Street" — unlikely material for such a band, perhaps, but performed with style.

Clive Davis

## Right diagnosis, wrong prescription

## THEATRE

Ear, Nose and  
Throat  
Arts, Cambridge

It is Christmas Eve and the hospital picket line is out in force. Inside the ear, nose and throat ward, the last department to survive the official axe awaits confirmation that it is to be closed. Meanwhile, new patients are still arriving, and a lone sister battles on, inspired by memories of Aneurin Bevan.

Sue Townsend says she likes writing plays that "represent the views of the majority of ordinary people". In this comic salute to the National Health Service, sponsored by Nupe and Nalco, she would seem to have backed a winner.

However, by the time the curtain comes down on Sue Townsend's Good Company production, sympathies have swung to the unseen bureaucrats of the regional health authority.

An angry piece of agit-prop in support of the NHS could have done a useful job. Instead, Townsend settles for hospital soap opera, also inviting push-button reactions to other right-on issues.

Sister Bright, of course, is an Edinburgh dragon with a soft spot for dogs. You wonder why she is at all concerned with her patients, who are not medical cases so much as emotional refugees.

One is a retarded mother's boy. The "Trinidadian" Ralph (Don Warrington) has been beaten up, and predictably undergoes racist

insults from practically every new arrival. Mavis, rushed into hospital when she gets a nosebleed over the supermarket turkeys, is the victim of a chauvinist husband who duly turns up to fire off the obligatory fascist platitudes.

Then, playing her trump card, the author invokes the magic of Christmas. Mavis, released from domestic servitude, blossoms as the ward mother, supervising the hanging of paper chains and holding her day-room audience agog with Dickensian Yuletide evocation.

Townsend is a spirited comic writer, and her best gifts are fully on display in the first act, which is forever undercutting solemn intentions with lateral gags that pull the events down to earth.

She has an irresistible ally in Georgina Hale's Mavis, a nasally complaining victim who gradually

thaws out until she has everyone eating out of her hand. Everyone, that is, apart from the grumpy Alice (Lucinda Smith), a university lecturer whose attempts to assert her intellectual superiority are so relentlessly and brutally slapped down that you only feel pity for her.

In the second act, when a police negotiator invades the occupation and is manipulated into an act of self-incrimination, comedy virtually disappears in the battle between the little people and the toffee-nosed bosses.

In spite of Miriam Karlin's embodiment of the nursing profession at its most starchy professional, what comes across is not a story about the care of the sick, but about the protection of jobs.

Irving Wardle



Battling Bright: Miriam Karlin

## From concrete to universal

Jeremy Kingston  
interviews Manfred  
Karge, the German  
author whose second  
play arrives in  
London tonight

Manfred Karge's second play, *The Conquest of the South Pole*, fresh from its sell-out season at the Traverse Theatre, Edinburgh, begins performances tonight at the Royal Court. Set in the Ruhrland near Bochum, where Karge directed the play's premiere in 1986, it follows four unemployed youths who find off the anguish of a dead future by re-enacting, in an attic hung with sheets, Amundsen's journey to the Pole in 1911.

Karge's ability to come up with an arresting, potent image expressing his social concern was already evident in his first play, known in English as *Man to Man*, where the middle-aged heroine recalls, with ambiguous self-approval, a life spent pretending to be her dead husband. The reason she gives for taking over his crane-driver's job is that without it she would have starved, but she has trapped herself into a life that denies her all normal womanly experience.

Born in 1938, in Brandenburg an der Havel, he studied in Berlin and joined the Berliner Ensemble as an actor in 1961. He was soon directing, then designing, and since 1982 has been writing plays and a musical, *Claire*, where the protagonists are an apolitical cabaret singer and Hitler's propaganda minister, Goebbels.

Karge's eyes are restless and alert. He is articulate, analytical and funny.

*South Pole* has been enthusiastically received in East Germany where, so we are told, everyone has a job. Karge phrases his explanation carefully. "Unemployment does not exist in the GDR. But in writing a play I find I have to have a very concrete opening situation, yet one that has a universal power. The situation of unemployment is a very concrete one, but what develops from that impinges on people who may have work, but whose lives are still unfulfilled."

"*Man to Man* was a concrete work because it is the story of a woman who gets through her life in this particular way. But it is not a feminist play. It applies equally to men. In the extreme situations

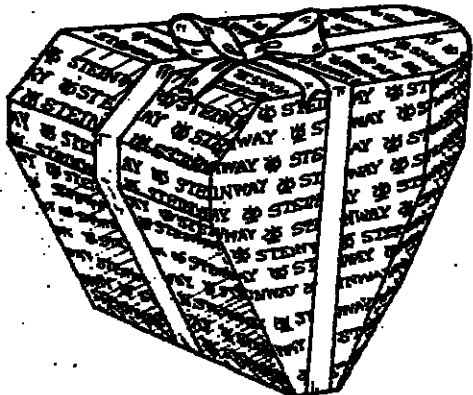
of the plays the characters have no chance of realizing their personality. Seeing how this happens in one case, you can think about it happening in another."

"My life in the theatre goes along two ways. I like to work for a long time in one theatre. I was seven years with the Berliner Ensemble, seven years with the Volksbühne, also in Berlin, and another seven years, do you believe me, at the Schauspielhaus, Bochum. For two years now I have been at the Burgtheater, Vienna, where I think I should be staying another five. But I do other productions with other people. *Fest und locker*, firm and flexible. I need the two ways."

He is refreshingly flexible about productions of his own plays. *Man to Man* is currently the most performed German play in the world; and because the text is spare, without stage directions or description, every production is very different. "Beautifully different," he says of Stephen Unwin's production of *Man to Man* at the Traverse, and says it again of his *South Pole*: "very beautifully different."

● *The Conquest of the South Pole* is previewing at the Royal Court from tonight and opens there next Tuesday

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## INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Review section on Saturday by a preview of the week ahead. Items should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN



BOOKING KEY  
★ Seats available  
★ Returns only  
(D) Access for disabled

THEATRE  
LONDON

★ **BLOOD BROTHERS:** Willy Russell's sentimental musical: separated twins destroyed by the English class system; Albee Theatre, St Martin's Lane, WC2 (01-837 1115). Mon-Sat 7.45-10.45pm, mats 2.30-5pm, and Sat 4-7pm, £8.50-£15.50. (D)

★ **DRIVING MISS DAISY:** Wendy Hiller, Barry Foster, Clive Francis in this year's Pulitzer prizewinner: the relationship between an elderly Jewess and her black chauffeur. Frigate material but fine acting. Apollo Theatre, Shaftesbury Avenue, W1 (01-437 2883). Tube: Piccadilly Circus. Mon-Sat 8.30-9.30pm, mats Sat 5-6.30pm, £5-14.

★ **THE FRONT LAWN:** Award-winning New Zealand comedy duo Sinclair and McClellan, breakfast-wreckers extraordinary. Hail Moon Theatre, 213 Mile End Road, E1 (01-730 4000). Tube: Stepney Green. Mon-Sat 8.30pm, £3.50-£5.50.

★ **THE HEART OF A DOG:** Cambridge Youth Theatre's terrific production of Bulgakov's satire: mongrel transplant into Moscow prose goes crazy wrong. Hail Moon Theatre, 213 Mile End Road, E1 (01-730 4000). Tube: Stepney Green. Mon-Sat 7.30-9pm, £3.50-£5.50.

★ **HENGEFORTHWARD:** Ian McKellen and Jane Asher in Ayckbourn's vision of a computer-controlled world. Theatres: Vaudeville Theatre, Strand, WC2 (01-836 9888). Tube: Charing Cross. Previews from tonight, 7.30-8.50pm, opens Nov 21, 7.30-9pm, then Mon-Fri 7.30-8.50pm, Sat 8.30-10.50pm; Mats Wed 2.30-4.50pm and Sat 5-7.20pm, £7.50-£15.

★ **LINE:** Early Israeli Horowitz play (about a queue) with American players and the original American director. Orange Tree Theatre, 45 Kew Rd, Richmond (01-840 3633). Tube: Richmond. Previews tomorrow, 7.30-9pm, then Mon-Sat 8pm and mat Sat 10, 5pm, Mon-Sat 2.30-5pm, Fri and Sat 2.30-5pm.

★ **LONG RUNNERS:** Beyond Reasonable Doubt: Cullen's Theatre 734 (01-734 1111). Cites: New London Theatre (01-405 0072). ★ **Follies:** Shaftesbury Theatre (01-379 5598). ★ **42nd Street:** Drury Lane Theatre (01-836 8100). ★ **Las Vegas:** Ambassador Theatre (01-836 8111). ★ **Life and My Girl:** Adelphi Theatre (01-840 7913). ★ **La Vie Bohème:** Palace Theatre (01-434 0900). ★ **The Mousetrap:** St Martin's Theatre (01-836 1443). ★ **The Firm:** The Old Vic (01-836 2444). ★ **Run for Your Wife:** Criterium Theatre (01-830 3210). ★ **Shogun Express:** Apollo Victoria (01-828 8655).

## OUT OF TOWN

LEEDS: ★ **London Assurance:** Matchless boulevard comedy: town v country, age v youth, jollity v rigour. Tim Lucecombe directs. Playhouse, Calverley St (0532 442111). Mon and Tues 8pm, Wed-Sun 7.30pm. Mon-Fri £4.50-£5.50, Sat and Sun £5.50-£6.50. (D)

SOUTHAMPTON: ★ **Rhinoceros:** Ionesco's fables parables: a comedy of hysteria, probably about fascism. Nutfield Theatre, University Rd (0703 671771). Mon-Thurs 7.30pm, Fri and Sat 8pm. Mon-Thurs £5.50, Fri and Sat £7.50. (D)

## FILMS

★ **Also on national release**  
★ **Advance booking possible**

★ **BIG BUSINESS (PG):** Farical comedy reworking the *Comedy of Errors* plot, with Ben Miller and Lily Tomlin as two mismatched sets of identical twins who find themselves on opposite sides in a business venture. Directed by Jim Abrahams. Warner West End (01-439 0791). Progs 2.00, 4.10, 6.25, 8.35.

★ **COLORS (18):** Vivid crime drama from director Dennis Hopper, with Sean Penn and Robert Duvall as Los Angeles cops of clashing temperaments, assigned to the CRASH unit. Cannon Chelsea (01-352 5096). Progs 1.40, 4.15, 6.30, 8.45, 10.55.

★ **ODON WEST END (01-930 6111):** Progs 12.30, 3.00, 5.00, 8.30.

★ **ODON HIGH ST KENSINGTON (01-802 6644):** Progs 12.45, 3.25, 6.05, 8.45. Late Sat 11.30.

★ **ODON SWISS COTTAGE (01-722 5905/586 3057):** Progs 2.00, 5.30, 8.10.

★ **DISAPPOINTINGLY FAIR (PG):** Disappointingly fair sequel to the runaway Aussie hit, with Paul Hogan repeating his role as the king of the outback (112 min). ★ **Pizza (01-200 0200):** Progs 2.00, 4.30, 7.00, 9.30. Late Fri, Sat 11.55.

★ **DREAM DEMON (18):** An American girl searching for her roots comes to the aid of a sociable bride who experiences hideous nightmares. Fanciful British horror film, directed by Harley Kollins, with Kathleen Wilhoite and Jemma Redgrave (83 min). Cannon Pantom (01-830 0831). Progs 2.40, 5.05, 7.35, 10.05.

★ **A FISH CALLED WANDA (15):** The adventures of two scheming Americans (Jamie Lee Curtis and Kevin Kline), an uptight English barrister (John Cleese) and a local rights fanatic (Michael Palin), who own a fish called Wanda. Script by John Cleese. Directed by Gailing veteran Charles Crichton (109 min). Cannon Oxford St (01-636 0310). Progs 1.50, 4.55, 8.05. Late Fri, Sat 11.15. Cannon Baker St (01-935 5772). Progs 2.00, 5.20, 8.10. Late Fri, Sat 11.00.

## WORD-WATCHING

Answers from page 24

**BORGUM**  
(c) Gutman Borgum (1867-1941), the American sculptor of Danish descent, who drilled and dynamited the spectacular portraits of Presidents Washington, Jefferson, Lincoln, and Theodore Roosevelt out of Mount Rushmore in the Black Hills of South Dakota: a work more of engineering than of art.

**CRAQUELURE**  
(a) A network of small cracks in the surface of a painting, a normal occurrence when the pigment or varnish has become old and brittle, from the French: "He will put up with a cunning concoction of dates and watermarks, calligraphic signatures, craquelure, patina, etc."

**GILPIN**  
(b) Sawrey Gilpin (1733-1807).

British painter of horses, pupil of Samuel Colley. He tended to give his beasts human emotions, a trait that differentiated him from the more scientifically minded Stubbs. He often painted animals and figures in landscapes by other artists. *Horse frightened by a thunderstorm* (1795, RA) is typical of his hippodramatic style.

**DADDI**  
(c) Bernardo Daddi (active 1290-1349), the leading Florentine painter of the generation after Giotto, to whom his paintings on panel are heavily indebted, but who also shows an interest in the naturalistic style of Sienese painting. "The Virgin Enthroned" in Orsanmichele is his most famous work.

## Painting the poetical



Francis Danby (1793-1861) was a potentially great artist whose career was sabotaged by a combination of circumstances, not least of which was his own. The Royal Academy's displeasure. Like his ostracized contemporary Benjamin Haydon, Danby had a talent far superior to most academicians but never won the full membership which guaranteed rich pickings for insiders. In consequence, like Haydon, Danby spent too much time fleeing from creditors and dashing off sketches for a meal. "It is most lucky for me," he observed of his continuing survival against the odds, "that an Irishman is like a bladder of wind. If you push it underwater it will rise again." In contrast to the storminess of his personal circumstances, and

with the exception of epic, biblical pictures describing apocalyptic violence, his art is all tranquillity. "View of the Avon Gorge" (above) was painted when the young Danby, fresh from Wexford and Dublin, established himself in Bristol and became renowned for "poetical" landscapes. His troubles began the day he married an illiterate Somerset wench, whom he later deserted. A reappraisal of Danby's substantial romantic art, in the form of a major exhibition comprising 150 works, is at the City Museum and Art Gallery, Queen's Road, Bristol (0272 299771), daily 10am-5pm, free, until January 22, after which it will be shown at the Tate Gallery in London from February 15 until April 9.

David Lee

## CONCERTS

## LUNCHTIME

★ **LEOSALDI LUNCH:** The Leosaldi Ensemble, directed as ever by Peter Leosaldi, perform Handel's *Water Music* by Stanley, a Choral Song and Gant's *Suite for Strings*. St Anne's and St Agnes's, Gresham St, London EC2 (01-373 5566). 1.10-1.50pm, free.

★ **McCormick Music:** Simon McCormick, sub-organist of HM Chapel Royal, plays *Darke's Choral Prelude* on a Theme by Tallis, a D major Voluntary by Stanley, a Choral Song and Fugue by S.S. Wesley, an *Allegretto Grazioso* by Frank Bridge. St Martin-in-the-Fields, Ludgate Hill, London WC2 (01-248 8054). 1.15-1.45pm, free.

★ **DUNYA:** See caption. Gardner Arts Centre, Brighton (0273 688861). 7.45pm, £4-25.50.

★ **FROM TOKYO:** The Tokyo Quartet is heard in Schubert's Quartets D 87 and D 804, promptly followed by the quartet's own *Quartet No. 1*. Wigmore St, London W1 (01-835 2141). 7.30pm, £5-25.

★ **TALLIS TAVERNER:** The Tallis Scholars sing Taverner's *Dum Transiret*, *Audite*, *Christe Jesu Pastor* and *Mass*, with *Plurimum* and *Mass* from *Wynne*. St John's, Smith St, London SW1 (01-222 1061). 7.30pm, £3.50-27.

★ **KEANS DREAM:** Using projections of sets designed for a Charles Keen 1866 London production, a semi-staged performance is given of Shakespeare's *A Midsummer Night's Dream* with all of Mendelssohn's incidental music. Jane Glover conducts the London Mozart Players. Barbican Centre, Silk St, London EC2 (01-838 8891). 7.45pm, £5-21.

★ **NOTHING BUT THE TRUTH:** The Young Musicians' Choir, then travel on to Bradford, Hull, Liverpool, Sheffield, Huddersfield, Nottingham, Bristol and Birmingham.

## OPERA

★ **THE BARBER OF SEVILLE:** Jonathan Miller's *commedia dell'arte* production continues its run at English National Opera with Alan Ople back in the title role and Della Jones as an outstanding Rosina. Coliseum, St Martin's Lane, London WC2 (01-836 3161). 7.30-10.30pm, £2.50-25.

★ **DIE ENTFÜHRUNG AUS DEM SERAIL:** Glyndebourne Touring Opera bring their exquisitely designed and discreetly staged Mozart production to Norwich, with Martyn Hill as Belmonte. Theatre Royal, Norwich (0693 628205). 7.10pm, £7-215.

## EVENING

★ **THE TEMPEST:** See caption. Wigmore St, London W1 (01-835 2141). 7.30pm, £5-25.

★ **THE TEMPEST:** See caption. Wigmore St, London W1 (01-835 2141). 7.30pm, £5-25.

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★ **THE TEMPEST:** See caption. Wigmore St, London W1 (01-835 2141). 7.30pm, £5-25.

## CONCISE CROSSWORD NO 1721

ACROSS

- Imprint vividly (4)
- Quasi (4)
- South Pacific archipelago (5)
- Oil rig worker (9)
- Surly type (5)
- Sweet potato (3)
- Hand down (5)
- Chatters (7)
- Purchase supply (7)
- Go over (5)
- UK air arm (1,1,1,1)
- Computer data (5)
- Observed (9)
- Cliff shelf (5)
- Pevis (4)
- 1901 trade association (1,1,1,1)

DOWN

- Sold (6)
- Burn slowly (8)
- Advance notice (5,7)
- Pally (6)
- Spool (4)
- Constructors (6)

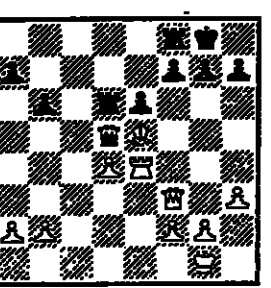
SOLUTION TO NO 1720

ACROSS: 1 Ecclesiastes 9 Winslow 10 Erica 11 Iron 12 Escartot 14 City 15 Altus 16 ADIC 18 Distress 20 Fite 22 Beret 23 Inhibit 24 Robert Dudley

DOWN: 2 Custody 3 Lift 4 Self-satisfied 5 Abeyance 6 Thing 7 Shaft 8 Awaiting 13 Narrator 16 Amiable 17 Create 18 Debar 19 Strub 21 Shed

## WINNING MOVE

By Raymond Keene, Chess Correspondent



The above position is taken from the game between Nimzowitsch (White) and (Nielsen) (Black), Copenhagen 1930. White plays and wins. The winning move will be given in tomorrow's Times.

Solution to yesterday's position: White wins with 1 Re3

## ENTERTAINMENTS

## EVENTS

GEN & AMERICA FAIR, Holiday Inn, Swiss Garden, London. Tel: 0924 3722.

## EXHIBITIONS

POLISH HELP FOR THE JEWS (1978-1988) - DOCUMENTS: The exhibition will be held from November 23, 1988 until December 5, 1988. It will contain a large number of documents, photographs, and other material. The opening hours are: Mon-Fri 10am-5pm, Sat 10am-4pm, Sun 11am-4pm. Admission: £2.00. Tickets: £1.00. Bookings: 01-240 9616.

## THEATRE

★ **DRIVING MISS DAISY:** Wendy Hiller, Barry Foster, Clive Francis in this year's Pulitzer prizewinner: the relationship between an elderly Jewess and her black chauffeur. Frigate material but fine acting. Apollo Theatre, Shaftesbury Avenue, W1 (01-437 2883). Tube: Piccadilly Circus. Mon-Sat 8.30-9.30pm, mats Sat 5-6.30pm, £5-14.

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| MARKETS                            | THE POUND                         |
|------------------------------------|-----------------------------------|
| FT 30 Share<br>1460.9 (+8.4)       | US dollar<br>1.8090 (+0.0005)     |
| FT-SE 100<br>1802.3 (+8.0)         | W German mark<br>3.1540 (-0.0018) |
| USM (Datastream)<br>160.09 (+0.24) | Trade-weighted<br>77.0 (-0.1)     |

# THE TIMES

WEDNESDAY NOVEMBER 16 1988

PART 2  
BUSINESS AND FINANCE 25-30  
MEDIA & MARKETING 32,33  
SPORT 44-48

Executive Editor  
David Brewerton

## Peel raises London Shop stake

Peel Holdings, the edge-of-town shopping developer, launched an unsuccessful dawn raid on London Shop, the retail property company, yesterday in a move to lift its stake to near 30 per cent.

The move increased speculation that Peel, which last week paid £36 million for a 20 per cent stake in London Shop, is preparing for a full takeover bid.

London Shop shares jumped 13p to 305p as SG Warburg, the broker, attempted to pick up 5.3 million shares at a price of 300p.

London Shop closed 14p higher at 306p.

## £5m plan

Braithwaite, the industrial services group, is planning to invest £5 million in a new division which will specialise in tool and equipment hire.

## Sotheby's fall

Sotheby's Holdings, the parent company of the auction, finance and property group, lost \$6.2 million (£3.4 million) in the current third quarter against a loss of \$5.1 million a year earlier. The quarterly dividend is held at 6.25 cents.

## STOCK MARKETS

|                |                   |                    |
|----------------|-------------------|--------------------|
| New York       | Dow Jones         | 2070.59 (+5.51)    |
| Tokyo          | Nikkei Average    | 28829.41 (+308.51) |
| Hong Kong      | Hang Seng         | 2688.56 (+30.59)   |
| Amsterdam      | Amst. 100         | 270.7 (flat)       |
| Sydney         | ASX               | 1523.1 (-3.8)      |
| Frankfurt      | Commerzbank       | 1580.5 (+14.4)     |
| Brussels       | General           | 5307.9 (-16.0)     |
| Paris          | CAC               | 390.2 (-0.2)       |
| Zurich         | SKA Gen           | n/a                |
| London         | FT-A All-Share    | 941.97 (+4.10)     |
|                | FT-300            | 1026.11 (+4.18)    |
|                | FT Gold Mines     | 178.0 (-0.8)       |
|                | FT Fixed Interest | 97.25 (-0.02)      |
|                | FT Govt Secs      | 98.12 (-0.25)      |
| Recent issues  |                   | Page 28            |
| Closing prices |                   | Page 29            |

## MAIN PRICE CHANGES

|                   |             |
|-------------------|-------------|
| RISES:            |             |
| Hickson           | 222p (+10p) |
| London Shop       | 305p (+14p) |
| Harrison Croft    | 680p (+25p) |
| British Borneo    | 460p (+18p) |
| Landlars          | 381p (+10p) |
| McKee             | 317p (+13p) |
| Reckitt & Coleman | 806p (+15p) |
| Armstrong         | 180p (+26p) |
| Drayton Cons      | 465p (+10p) |
| Gresham House     | 450p (+10p) |
| Advest            | 547p (+18p) |
| Barrow Rand       | 372p (+10p) |
| Galaxy            | 318p (+12p) |

|                  |             |
|------------------|-------------|
| FALLS:           |             |
| Baron Transport  | 705p (-20p) |
| Davies & Newman  | 625p (-15p) |
| Alphameric       | 183p (-57p) |
| Pho-Me           | 435p (-10p) |
| Kleinwort Benson | 329p (-5p)  |
| Trade Indemnity  | 547p (-15p) |
| Int Thomson      | 650p (-10p) |
| Closing prices   |             |
| Bargains         | 2115e       |
| SEAD Volume      | 344.7m      |

## INTEREST RATES

|                         |                   |
|-------------------------|-------------------|
| London Bank Base:       | 12%               |
| 3-month interbank:      | 12 1/4%           |
| 3-month eligible bills: | 11 3/4%-11 1/2%   |
| buying rate             |                   |
| US Prime Rate:          | 10%               |
| Federal Funds:          | 8 1/4%            |
| 3-month Treasury Bill:  | 7.91-7.90%        |
| 30-year bonds:          | 100 1/2%-100 1/4% |

## CURRENCIES

|          |           |
|----------|-----------|
| London:  | New York: |
| £: \$    | £: DM     |
| £: DM    | £: Sfr    |
| £: Sfr   | £: FF     |
| £: FF    | £: Yen    |
| £: Yen   | £: Index  |
| £: Index | £: SDR    |

## GOLD

|   |  |
|---|--|
| London Fixing:                          |  |
| AM \$422.80 pm \$424.00                 |  |
| close \$423.00-423.50 (\$234.00-234.50) |  |
| New York:                               |  |
| Comex \$423.50-424.00                   |  |

## NORTH SEA OIL

|                              |                       |
|------------------------------|-----------------------|
| Brent (Dec) 1 pm             | \$12.90/bbl (\$13.10) |
| Denotes latest trading price |                       |

## THE TIMES STOCK WATCH

0898 141 141

Market news on Stock-watch yesterday included: Alphameric (01300) lost 57p on a profits decrease and, among other companies with results, Hatfield Estates (01860) climbed 8p, London International (02221) was ahead 7p, and De La Rue (02027) shed 3p. Asset injection hopes saw Titagur Jute (08545) up 95p. Mountleigh (02771) lost 6p on problems in the boardroom.

Recent additions include: Leisure Inv 7% conv pref 03499; Apollo Watch Products 03500; British Sugar 10% debenture 03501.

Calls charged 5p for 8 seconds peak, 12 seconds off peak inc. VAT.

## European routes disappoint as interest payments soar

# BA slips 4.5% as B-Cal takes toll of profits

By Carol Ferguson

British Airways' profits slipped 4.5 per cent to £222 million at the half-year stage, the direct result of a continuing poor performance from British Caledonian which was acquired last year for £250 million.

Lord King, BA's chairman, said the results generally were in line with expectations, but that the performance on European routes was disappointing. "This was due partly to the poor performance of the ex-B-Cal services which have now been transferred to other UK airlines as directed by the Monopolies and Mergers Commission," he said.

Sir Colin Marshall, chief executive, said B-Cal's domestic and European short-haul routes had lost money. The long-haul routes out of Gatwick were "in the black", but were significantly less profitable than those out of Heathrow.

He said that BA was no longer able to separate the results of B-Cal from those of the group. "But we have reached the point where we are confident of achieving the

savings predicted from the merger," he said. "The net benefits from the B-Cal merger were expected to be of the order of £100 million and we expect to reflect that sort of benefit by the next financial year". He said that about two-thirds of the savings would come from cost cutting and one third from increased revenues.

The B-Cal acquisition was also largely responsible for the rise in borrowings to £1 billion in the half year. Other factors causing higher borrowings included a \$113 million (£62.7 million) investment in an 11.3 per cent share of the computerized reservations system, Covia, and payments on account for new aircraft. The higher borrowings meant that interest payable rose from £12 million to £51 million.

Taking British Airways as a whole, the group enjoyed significantly higher traffic, carrying just over 12 million passengers in the six months, an increase of 16 per cent. Aircraft were not as full as in the same period last year, but revenue yields had increased. As a result, airline turnover

increased 18 per cent from £1.8 billion to £2.1 billion.

Lord King laid great emphasis on branding in achieving the increase in yields. He said that BA treats each class as a brand, and may have more than one brand in a class such as Club World and Club Europe, two business class brands introduced early this year. "Club World has already produced a 17 per cent growth in passenger numbers on our intercontinental business class traffic, while Club Europe has produced a growth of 9 per cent," he said. "Both these figures are substantially greater than the overall growth in the size of the market". He said new brands were planned.

In anticipation of growing demand for airline seats, BA plans a significant expansion of aircraft fleet. In addition to 24 Boeing 737s, six 767-300s and one 757, it intends to exercise options on a minimum of a further nine Boeing aircraft, bringing the total number of planes on order to more than 80.

Earnings per share fell from 20.9p to 20p, and the interim dividend was increased by 0.25p to 2.5p net.

## Figures on demand and output boost trade fears

By Rodney Lord, Economics Editor

Concern is developing in the City over the combination of apparently buoyant high street demand and falling industrial output. Analysts are speculating that next week's trade figures may show a strong rise in imports.

Industrial production fell in September by 0.5 per cent, the first monthly fall since February. The Central Statistical Office has also revised down, to 0.5 per cent, the estimated rise in August.

Combined with the big rise in October's retail sales, re-

ported on Monday, the fear is that British industry is beginning to compete less effectively with overseas producers.

But Mr John Banham, director general of the Confederation of British Industry, said: "We must seriously ask ourselves whether the government figures are accurate. Revision almost always brings them into line with what our trends surveys have been predicting. If this proves to be so it will not be the first occasion this year on which

government figures have given a misleading picture of the economy."

Taking the third quarter as a whole, production was 1 per cent higher than in the previous quarter, with the September index at 110.6 (1985=100), seasonally adjusted.

Manufacturing output over the same period was up 3 per cent. The fastest-growing sectors were chemicals, up 6 per cent, and engineering and allied industries, up 4 per cent.

The strong growth in output of capital goods was reversed in September, with a 2 1/2 per cent fall.

Mr Peter Spencer, of Shearson Lehman Hutton, the securities house, said: "This is disappointing because rapid growth of output of investment goods has been strongly correlated with growth in exports of capital goods."

The figures surprised markets, which had been expecting little change in output. The pound closed 40 points lower against the mark at DM3.1530.

Comment, page 27

## 'Inflation the priority'

Overcoming inflation, rather than exchange rate stability, is the overriding objective of official policy, Mr Robin Leigh-Pemberton, the Governor of the Bank of England, said yesterday (Our Economics Editor writes).

Speaking to the 1988 Forex Conference in Luxembourg he said: "While we recognise the general value of stability, it cannot be the overriding

objective of our policy. For the present, that remains the reduction of inflation."

He denied that greater stability was necessary to enjoy the benefits of a freer market in 1992. But nor would free capital movements destroy that stability. The "practical steps" which the EEC should take lay mainly in the area of removing market imperfections, he said.

## LIG ahead with £14.26m

By Martin Walker

Shares in London International Group, the Durex condom manufacturer, rebounded 6.5p to 215.5p as the company reported better than-expected figures for the six months to September 30p.

The interim dividend is raised by 0.3p to 2.35p. The market had been braced for £13.5 million from LIG pre-tax at the half-way stage, after a warning from Mr Alan Woltz, the chairman and chief executive, at the annual

meeting in September about destocking of condoms by retailers in Britain and quality problems in the United States.

Profits came in at £754,000 lower at £14.26 million. Problems in the condoms business, which Mr Woltz had said would lead to lower profits, were offset by higher contributions from other businesses, especially photoprocessing.

The home products and services division, raised earnings from £7.59 million to £9.33 million in the first half.

In September LIG put the accessories businesses up for sale. They are not expected to fetch much more than their £14 million to £15 million book value. A further disposal, of an Italian surgical syringes business, would cut gearing from 100 per cent to 80 per cent by the year end.

The health and personal products division profits were £8.83 million against £8.61 million. The condom business made less, US problems alone costing it nearly £3 million.

## World markets wait for US trade figures

# Financial chiefs rally to support dollar

By Graham Searjeant  
Financial Editor

There was a tense calm in world currency markets yesterday as dealers waited for today's US trade figures, while senior officials round the world rallied to support the dollar and reinforce the impression that international co-operation is alive and well.

After a strong message from Tokyo warning that speculators would sell the dollar at their peril, Mr Robin Leigh-Pemberton, the Governor of the Bank of England, weighed in from Europe. In a recorded television interview from Switzerland, the Governor said he thought the dollar should not fall, that there was no reason to talk it down and that it could well be that speculators would burn their fingers if they tried to start a run on the US currency.

In Paris, meanwhile, Mr Beryl Sprinkel, retiring chairman of President

Reagan's council of economic advisers, played down the problems of the twin trade and budget deficits.

"Clearly American business is highly competitive both at home and abroad," he said, without any further dollar fall.

In Australia, even Mr David Ruder, chairman of the US Securities and Exchange Commission, was roped in. "My personal view is that President Bush is extremely well qualified," he told a news conference. "I think he will take fairly rapid steps to develop a policy to deal both with our trade deficit and our budget deficit."

Back in New York, there were still some worries. Bond prices edged down and one bank, the US Trust, raised its broker loan rate from 9.25 per cent to 9.75 per cent. An early rally in the dollar also petered out after the release of a batch of US economic statistics.

The latest 0.9 per cent monthly rise in

retail sales confirmed fears that the Federal Reserve might have to tighten monetary policy and interest rates further. US industrial output rose 0.4 per cent in October against the expected 0.6 per cent, but since September output was revised up by 0.2 per cent, there was no message there for the markets.

They are waiting for today's trade figures to signal the next dollar move. They are expected to show a drop from the August merchandise trade deficit of \$12.18 billion (£6.73 billion). In Japan, where the figures are being closely watched ahead of the next sale of US treasury bills, a survey of 60 banks worldwide by Mitsubishi Bank showed an average forecast deficit of \$10.46 billion for September. Anything below \$10 billion would help the dollar. But if the figure is above \$11 billion, dealers will have to decide whether to challenge Mr Bush's anxious central bank friends.

## Burger King spin-off opposed

From Bailey Morris  
Washington

Angry Burger King franchisees met in Miami yesterday for a regularly scheduled meeting which turned into a grievance forum, as they vowed to pursue alternatives to Pillsbury's planned spin-off of the fast food chain.

Their opposition was seen as a strong boost to Grand Metropolitan in its \$5.23 billion (£2.95 billion) bid for Pillsbury.

The franchisees said they would examine alternatives which could include a leveraged buyout.

Opposition to the spin-off was announced as GrandMets extended for the second time until midnight Friday, its \$604-a-share tender offer for Pillsbury. GrandMet has already been promised more than 75 per cent of Pillsbury shares.

It decided to keep the offer open while it awaits a Delaware court decision, expected this week, on Pillsbury's position pill defence. GrandMet said it was confident that it would win Pillsbury in view of the overwhelming approvals they have received from shareholders.

Officials of both groups met the franchisees in an effort to win support. A Pillsbury executive acknowledged it would be difficult to complete the spin-off and planned restructuring without their support.

GrandMet officials, said, they had promised to make an heavy investment in Burgery King, to improve its image and boost declining sales.

The franchisees are also considering whether to support the GrandMet takeover or whether to take file suit to block the Pillsbury proposal.

A 15-member group called the National Business Council has been formed to represent the interests of the 1,500 franchisees of more than 85c, per cent of the 5,500 restaurants operated by these chains.

The franchisees' key grievance is that huge debt associated with the spin-off would further hinder their operations.

Mr Steven Lewis, owner of The 21 Burger Kings, a group of successful franchises in the Philadelphia area, said the fast food chain has always been treated as a stepchild by Pillsbury, which has failed to provide the financing necessary to boost its market share.

But Mr Jerry Ruenheck, a past president of the chain, said Burger King would never reach its full potential as part of any conglomerate.

## Elf 'to buy Enterprise stake'

By David Young, Energy Correspondent

Lasmo's 25 per cent stake in Enterprise, its fellow independent oil company, is now expected to cross the Channel.

Elf Aquitaine, the French oil group, is expected to pay Lasmo about £400 million for the stake.

This would value Enterprise at about £5 a share, but the Enterprise management is understood to take the view that the company is worth nearer £7 a share.

The Lasmo holding in Enterprise has been on the

market for two months, and at least three bids for the entire parcel of shares have been submitted.

It is understood that several other oil companies have made inquiries about acquiring part of the holding, and that others have offered Lasmo oil assets in exchange for the shares.

Elf, which launched a takeover bid for Tricentrol at the beginning of this year, only to see it off topped by a bid from Atlantic Richfield

(Arco), is already a big North Sea player. The prospect of the integrated European market after 1992 has made it look to acquiring more North Sea acreage.

Following its unsuccessful bid for Tricentrol, the French company turned its attention to the oil assets of RTZ, and bought out RTZ Energy, its subsidiary.

Lasmo's holding in Enterprise was originally held by RTZ Energy, but was exchanged for Lasmo shares.

## Fraser bid charges denial

Police sources were last night denying suggestions that the force was on the verge of pressing criminal charges, after a Department of Trade and Industry investigation into the 1985 bid for the House of Fraser stores group which includes Harrods.

A report on Channel 4 television's *Business Daily* programme yesterday claimed that the Serious Fraud Office would be pressing criminal charges within the next two weeks, on the grounds of misrepresentation.

The original inquiry was initiated in 1987 following persistent complaints by Lorrho, the international trading group headed by Mr Roland "Tiny" Rowland, which sold the present owner, Mr Mohamed Al-Fayed, his original stake in the stores group.

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## BUSINESS ROUNDUP

## Tomkinsons ahead to record £4.83m

Tomkinsons, the Worcestershire carpet manufacturer and spinner, announced record final results, with a 43.6 per cent increase in pre-tax profits to £4.83 million, against £3.34 million in 1987. Turnover increased 23.4 per cent, to £29.33 million against £23.76 million. Earnings per share were up by 37.4 per cent to 54.7p, against 39.8p.

Mr Lowry Maclean, chairman, said the group has continued its strategy of organic growth in a year that started with uncertain economic conditions, followed by some restructuring of the British carpet industry through mergers and acquisitions. Prospects for business have been affected by interest rate increases and the slowing in the rate of consumer spending growth. However, the group is strongly placed with all gearing, and is trading ahead of last year with plans for further investment. A final dividend of 7.5p was proposed, making a total of 10.5p for the year, an increase of 50 per cent.

## Property lifts Trimoco

Pre-tax profits at Trimoco, the Ford and Vauxhall main dealer, soared 90 per cent to £3.82 million in the six months to end-September, helped by more than tripled earnings from property. Mr Roger Smith, chairman, said all parts of the business had traded successfully. The interim dividend rises 50 per cent to 0.6p. Profits from property rose from £262,000 to £788,000, boosted by the sale of one of the company's sites.

## JH Fenner in £3m sale

JH Fenner, the power transmission engineer, is selling its fluid sealing business to Farnercross, a company in which Mr Peter Barman, who was formerly managing director of the Fenner Group, has a majority shareholding, and in which the management of the fluid sealing division also has a holding. The total consideration will be £3.05 million, with £2.65 million in cash. Mr Barman has resigned as Fenner's managing director and from the board.

## Hatfield Estates soars

Final pre-tax profits at Hatfield Estates, the USM-quoted construction and property development company, have shown a jump to £2.196 million from £210,800. Turnover also soared - from £1.04 million to £11.46 million in the year to end-August. Earnings per share rose to 20.22p (5.27p). A final dividend of 3p was declared.

The results for the five months to end-August incorporate those of Hatfield Construction and Hatfield Developments. Mr Arthur Morton, the chairman, said the group has a strong balance sheet, with low borrowings at a time of high interest rates.

## Shandwick in US deal

Shandwick, the international public relations consultancy, has conditionally agreed to acquire Mona Meyer and McGrath Inc, the largest independently owned public relations consultancy in Minneapolis, for a total initial consideration, payable in cash, of \$4.8 million (£2.66 million). The total consideration for the American firm, depending on future profits, will not exceed \$17 million.

## B&amp;C selling to subsidiary

British & Commonwealth Holdings is selling Milestone Leasing to Woodchester Investments, a financial services subsidiary of B&C, for £23.15 million. The agreement includes an undertaking by B&C to inject £10 million of equity capital into the leasing company and to convert £10 million of subordinated loan stock in equity capital. Woodchester is paying by 17.8 million new shares.

## Great Portland grows

Great Portland Estates is lifting its interim dividend from 2.75p a share to 3p, after reporting pre-tax profits of £13.1 million for the half year to end-September (£12.06 million). The company reports that its development programme is proceeding well, and a further 15,000 sq ft of the portfolio north of London's Oxford Street had been refurbished and let.

The activities of Bridge Hall, Great Portland's associate company, continue to expand and an increased contribution for the year is confidently expected. The company says that the letting market end, remains strong.

## TEMPUS

## BA counts the cost of buying B-Cal

Buying out the competition can carry a heavy price, as British Airways revealed in yesterday's interim results. BA claimed to be unable to quantify just how much British Caledonian was losing, but at the very least it is not covering its interest costs on the £250 million cash paid out for the acquisition.

While BA boasted higher than ever passenger and cargo movements, and better yields, the operating surplus in its busiest three months to September 30 rose by just 6 per cent compared with 1987 when it did not own B-Cal. It is likely, therefore, that even at the operating level, B-Cal lost money. And after topping off interest costs, BA's profits were down on last year.

B-Cal's short-haul routes have been consistent losers over the years, and being forced to divest certain of these routes will help to eliminate loss-makers. But there remains much to be done to make the entire operation as profitable as the rest of BA.

Other problems facing BA concern capacity at Gatwick and Heathrow. In anticipation of the runways of both airports reaching saturation in the near future, BA has been upgrading the size of its aircraft. Consequently, a very small increase in movements will result in a very much larger increase in passengers - BA estimates it will increase the size of each movement by

some 50 per cent once the new aircraft are delivered between 1990 and 1993.

Passengers in the terminal buildings are already aware of the effect this has on their comfort, and the message appears to be that with little in the pipeline for new terminal buildings in the foreseeable future, it can only get worse.

However, if BA is right about the build-up of passenger traffic, its heavy investment in new aircraft will look astute. It will also be among the better prepared airlines ready to benefit from the liberalization of the European routes.

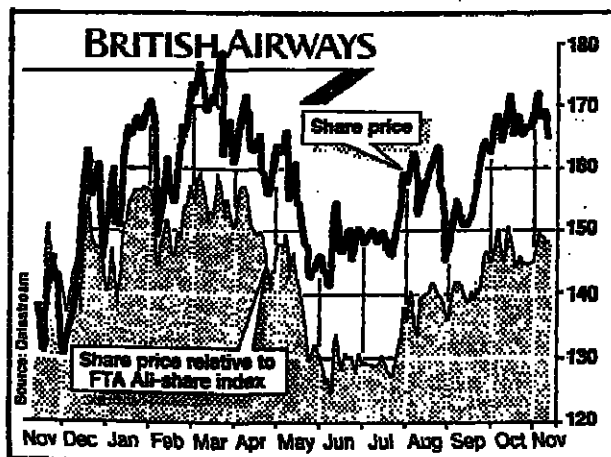
Analysis is, therefore, optimistic about BA's prospects. This year, profit forecasts are estimated to be about £250 million, rising to £305 million next year depending on the speed at which B-Cal's problems are sorted out.

The shares, however, remain lowly rated - the prospective multiple this year is 7.6 times, falling to 6.1 times next year. But as we have seen the bulk of the profit for this year, any re-rating is likely to wait until the outlook for the first half of next year is clearer.

## Unigate

Unigate is looking increasingly like a jam tomorrow stock.

The market was yesterday treated to a 9 per cent rise in



pre-tax profits for the first half of this year at £43.8 million, a distinct relief after some of the company's recent problems.

But just in case brokers allowed their enthusiasm to get the better of them, there was a warning that the same level of progress may not be possible in the second half.

This left analysts looking for about £97 million or thereabouts for the full year, a bit better than the disappointing £94 million last year, but still adrift of the £104 million achieved in 1987.

Earnings per share at this stage of the year are 12.7p, in line with profit growth. Unigate's problem is that it is trying to sell poultry into a market already stuffed with birds.

Growth in consumption has not matched factory output and prices have fallen.

The company has spent heavily on a new low-cost plant at Humberside, which it hopes will give it the edge to force out less efficient operators.

However, this all sounds like sabre-rattling for a big price war.

If that happens Unigate might have to wait some time before fattening up profits in this side of the business.

On the food side, the St Ivel brands saw rising sales of yoghurts and low-fat spreads after a disappointing spell last year, although in the United States the performance of the restaurants was patchy.

Unigate now relies very heavily on its distribution and services interests, Wincanton and Giltspur, providing a 23 per cent increase at the operating level, to keep the business driving ahead.

These account for 28 per cent of total group profits. Property disposals chipped in an unexpected £4.3 million.

The shares were unchanged at 291p on the figures, where they are changing hands at just over 10 times estimated earnings for the current year. Talk of a bid, or a management buyout, has underpinned the shares in recent months.

There is little prospect of above-average earnings growth in the near future, but on speculative grounds the shares are worth holding.

## Meyer Int

Meyer International has been manoeuvred into an intriguing situation by its failure to win control of Travis & Arnold, the builders' merchant, in the light of the success of the rival - and lower - bid from Sandell Perkins. Its plans for the 37.5 per cent stake it retains in Travis largely overshadowed a respectable set of interim results. They showed a 33 per cent rise in pre-tax profits to £41.8 million, bolstered by an £8.2 million contribution from property sales in the first half to end-September, up from £6.8 million last time.

Meyer is unlikely to show its hand much before Christmas, unless forced to by Sandell Perkins, but most observers expect it to accept and pick up a 21 per cent holding in the merged com-

pany. This leaves it with the option of sitting back with the equity-acquired share of profits giving the appearance of covering the financing costs on the £77 million paid for the stake. Or it could even step in and use its platform for a cheap bid - should the marriage not turn out to be made in heaven.

Meyer concedes that in this summer's market for building products it would have been hard not to put up a fair show.

The figures show an expected good performance from Jewson, the builders' merchanting side, with profits up 39 per cent and margins improving by almost 15 per cent. There is a disappointing showing from forest products - profits up just 10 per cent - which could reflect some cautious stock write-offs. Meanwhile, the manufacturing business improved its earnings by 23 per cent. Property gains which might approach £20 million over the full year are not repeatable, reflecting two large sites sold, with £5 million to £10 million a more likely annual contribution in future.

Stripping out the property side, market forecasts of a pre-tax profit approaching £70 million in the current year suggest an undemanding p/e multiple of 8.5 times, making the shares a solid hold at the current price, down 1 1/2p at 407 1/2p.

## Thames TV edges up to a record £12.31m

By Our City Staff

Thames Television, the independent television contractor for London and the South-east, made record pre-tax profits of £12.31 million in the six months to end-September, but only just. The previous figure was £12.08 million.

Growth was checked because the group picked up a

smaller slice of the national advertising revenue, and because it has had to put £1.19 million aside to cover redundancy costs.

Thames says it is working to reverse the former, and is now beginning to benefit from the reduction in the workforce.

The interim dividend is lifted from 4.4p to 4.75p.

## COMPANY BRIEFS

**GAYNOR GROUP (Fin)**  
Pre-tax: £0.68 (£0.81)m  
EPS: 8.6 (8.1)p  
Div: 1.8 mkg 3 (2.67p)

**JUST RUBBER (Int)**  
Pre-tax: £0.43 (£0.35)m  
EPS: 3.87 (2.99)p  
Div: 0.8 (0.7p)

**F&C EUROTRUST (Fin)**  
Pre-tax: £0.51 (£0.55)m  
EPS: 2.66 (2.56)p  
Div: 2 (2.35p)

**SOUTHNEWS (Int)**  
Pre-tax: £1.50 (£1.25)m  
EPS: 6.37 (5.44)p  
Div: 1.6p

Turnover £7.41 (£5.87)m. Board intends to continue its focus on quality, expecting British Standard approval in 1989.

Turnover £2.02 (£1.71)m. The board continues to look to the future with confidence.

In long-term, company remains optimistic with the European markets being supported by their sound fundamentals.

Turnover £9.57 (£7.27)m. The prospects for the next six months are for continued growth.

## Lilley resumes payout on half-time recovery to £3m

By Martin Waller

FJC Lilley, the Scottish construction group at the point of collapse two years ago, celebrates its return from the precipice with a resumed dividend payment of 0.5p for the half-year to end-July.

The news comes with reported interim profits before tax of £3.01 million, against £624,000 last time.

With no tax to pay because of earlier losses, the improvement in earnings per share is even more dramatic, from 0.09p to 3.76p.

Mr Lewis Robertson, who became chairman in December 1986, said the half year represented the final stage of the company's revival. US operations, which were at the root of most of Lilley's previous problems, kept costs within the provisions made at the financial year-end.

There was the possibility of recovering up to \$10 million (£5.5 million) from clients in



Lewis Robertson: dramatic increase in earnings per share

the States; along with the proceeds of asset sales.

An above-the-line exceptional item is a £275,000 payment to Mr Joe Barber, the

chief executive, who was replaced by Mr Bob Rankin as part of the management buy-in agreed this summer which brought in £28 million cash.

## Alphameric's collapse hits shares

By Our City Staff

Alphameric shares fell 57p to 183p, wiping almost £11 million off its market capitalization when the computer keyboard and dealing systems maker reported an interim pre-tax profits collapse to £514,000 from £1.13 million.

Sales in the six months to

end-September were £10 million against £10.97 million.

Alphameric is blaming a slowdown in orders for its large dealing systems in the wake of the market crash. Demand for Reuters and Topic terminals also failed to pick up as in previous years in August and September.

There had been no sign of a

resurgence in demand since the half-year end, Mr Douglas Craig-Wood, the chairman, said. Traditionally Alphameric has seen about 75 per cent of earnings in the second half.

The group was hit by factory relocation costs of £313,000 and a £166,000 extraordinary debit. Earnings per share fell from 5.06p to 2p.

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## Job hunters aim to build a career

By Derek Harris  
Industrial Editor

Salary levels alone are not enough for the increasingly choosy applicants for professional jobs in building and construction.

The conclusion emerges from a survey by Montrose Technical Recruitment, a specialist consultancy that is part of Hays, the business services group.

Better career prospects were the most popular aim of those looking for a new job. A third of those surveyed had held three or more jobs in the past five years.

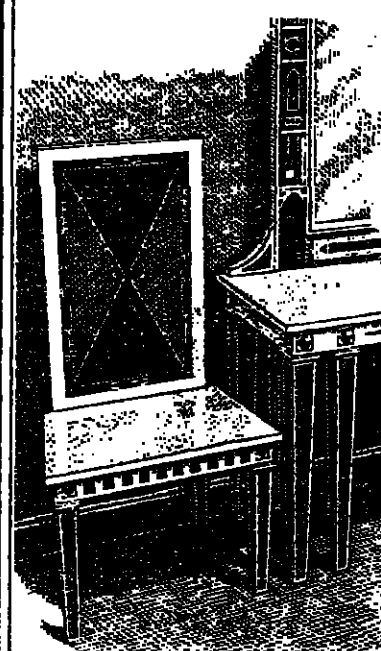
Career prospects were the top priority for 35 per cent of those seeking jobs while more money was the target of only 18 per cent.

A striking 36 per cent said they would accept a 10 per cent salary cut if offered the right job.

Fringe benefits also appeared to be crucial. There were 58 per cent who expected a company car, 46 per cent looked to a company pension and 44 per cent stipulated health insurance.

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TAJ INTERNATIONAL HOTELS



# Buoyant conditions boost Meyer to half-time £41.8m

By Martin Waller

Buoyant trading conditions in the building industry this summer boosted pre-tax profits at Meyer International, the timber and building materials merchant, to £41.8 million in the six months to end-September, from £32.47 million last time.

Included in the figures is an £8.19 million contribution from property sales as the company continues its programme of relocating from a number of valuable city sites around the country to purpose-built, out-of-town locations.

The most lucrative of these — at Bury St Edmunds, Suffolk — brought in £7.5 million in

the first half, while a subsequent deal agreed at Farnborough, Hampshire, should bring in £10 million in the second half.

An interim dividend of 4p, up from 2.4p, is intended in part to reduce the disparity between the half-way and end-year payments.

Meyer's defeat in its two-way bid to take over Travis & Arnold last month left it sitting on a 37.5 per cent stake in that company, which would convert to 21 per cent once it is merged with Sandell Perkins, the rival bidder.

Mr Richard Jewson, the managing director, said the

company was in no hurry to accept the rival offer, despite it being declared unconditional. "We're waiting for the dust to settle. There should be a decision by Christmas."

Turnover rose from £352 million to £443 million, largely reflecting a first-time £40 million put in by Pont Meyer, the now wholly-owned Dutch subsidiary, over three months and a 21 per cent rise to £208 million by the builder's merchant side.

The latter was the main engine behind the earnings growth, with profits up from £12.95 million last time to just short of £18 million. Mr

Jewson said the difficulty in finding new outlets for the merchant business had meant just two new openings in the first half and another three greenfield start-ups in the pipeline.

Against this, 25 branches had more than £50,000 each spent on upgrading them in the half year, he added.

The company's Australian operation was still not achieving acceptable margins but was improving with the strength of that country's economy and building industry, especially in Sydney where Meyer is concentrated. *Tempus, page 26*

## De La Rue at £23m on slowdown

By Carol Ferguson

De La Rue, the security printing group in which Mr Robert Maxwell has a 14.9 per cent stake, experienced a marked slowdown in growth in the first half, with earnings showing only a modest advance and sales rising by just under 11 per cent to £248 million. The results were in line with expectations and the shares fell 3p to 440p.

An unchanged dividend of 3.25p net was declared.

Mr Maxwell has held his interest in De La Rue for the last year, and is likely to put his shares up for sale following his acquisition of Macmillan.

Mr Peter Orchard, chairman, said the banknote, electronic pre-print and payment systems businesses all performed well in spite of a broadly unhelpful exchange rate climate. As a result, trading profits rose 22 per cent to £24.7 million. Pre-tax profits rose from £21.6 million to £23.3 million.

Profits from related companies fell by £1.5 million to £2 million. This reflects in particular the concern expressed at last year-end that the world market for equipment to produce and finish banknotes was entering one of its periodic flat spots. Mr Orchard said.

Higher group borrowings and higher interest rates caused the interest charge in the half year to rise by £1.2 million to £3.5 million.

The chairman sounded a note of caution for the rest of the year, saying that while the three main divisions had a good order book, orders were slow in building up in several other businesses.

## Unigate rises 9% to £43.8m

By Cliff Feltham



Caution over second-half expectations: John Clement

Unigate, the St Ivel dairy products and poultry producer which has been the subject of persistent takeover rumours, yesterday relieved some of the pressure by unveiling a 9 per cent improvement in pre-tax profits to £43.8 million for the half to October 1.

But Mr John Clement, the chairman, said that because of the problems of over-supply in the poultry market and higher interest rates "we do not foresee quite the same level of progress in the second half."

The dividend rises to 5.30p a share against 4.95p last time.

Mr Clement said the new Humberside chicken plant would make Unigate one of the lowest-cost producers in the business.

Unigate, which is the country's largest dairy company delivering nearly 46 million pints of milk a week, said doorstep sales continued to fall — reflecting increased purchases from supermarkets — although a price rise will protect its profit margins.

Unigate's motor vehicle sales and distribution business again did well and now accounts for about 28 per cent of group profits. *Tempus, page 26*

## Raine tops its forecast with £13m

By Graham Searjeant, Financial Editor

Raine Industries has marginally beaten the profit forecast made during its vaim bid for Ruberoid, reporting £13.5 million pre-tax profits in the year to end-June, compared with £13.8 million in 1986-87.

Earnings per share of the construction and housebuilding group have jumped 91 per cent to 8.6p.

Net tangible assets rose 50

per cent to 61.2p per share. As forecast, the dividend rose from 1.4p to 3p per share.

Mr Peter Parkin, Raine's chief executive, said that companies in the group for the full 12 months had raised pre-tax profits by an average 40 per cent before contributions from acquisitions, chiefly the £61 million share offer for Aberdeen Construction. After

disposals from Aberdeen, the swap of some of its assets for the Fletcher housebuilding group and the abortive bid for Ruberoid, Raine now has £20 million cash net of borrowings in its balance sheet.

It made a £1.5 million extraordinary profit in the current year by selling its Ruberoid share stake to Tarmac.

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## Hickson to buy Koppers offshoot

By Wolfgang Münch

Hickson International, the chemicals and timber protection group, has emerged as the buyer of Wolman, the timber protection subsidiary of Koppers, for \$67.5 million (£37.3 million).

The deal is part of a series of disposals of Koppers' businesses undertaken by Beazer, the housebuilding and construction group, in order to reduce gearing following its acquisition of the US company in June.

The deal between Koppers and Hickson may, however, fall foul of anti-trust rules in the US, where both are leading manufacturers of timber preservatives and fire protection chemicals with a market share of 40 to 45 per cent.

Hickson said it has submitted its case to the Federal Trade Commission, and Mr John Marvin, chief executive, said he was confident.

Hickson also announced a one-for-six rights issue to raise £26.2 million. The rest of the deal value will be financed through borrowings. Hickson's share price rose to 222p from 212p after the news but is still down on Monday's opening 227p. The company's gearing will rise from 40 per cent to 60 per cent, but Mr Marvin hopes it will fall to 40 per cent within two years.

Analysts say the acquisition is an excellent fit, but point out that the situation is likely to remain uncertain until the Federal Trade Commission has cleared it.

Beazer's shares rose 2p to 172p despite disappointment in the City over the terms of a \$2.3 billion loan facility, announced on Monday. The funds will be used to bring Koppers on to Beazer's balance sheet by paying off the debts of BNS, the investment vehicle through which the Koppers bid was made.

Although no details of the terms of the loan were announced, it is understood that Beazer obtained the finance at an interest rate of 13 per cent, 1 percentage point higher than generally estimated at the time of the bid. Had BNS been allowed to continue to operate separately, it would have had to seek to refinance its own debt in December through the issue of junk bonds, which now carry an interest rate of between 17 and 18 per cent.

Beazer's gearing will rise to 150 per cent as a result of BNS's debt being brought on to the balance sheet, but this is expected to come down to 100 per cent after disposals.

## Thrills and spills in the life of Brian Beazer

Brian Beazer's headlong rush to create a giant construction and building materials group has been fraught with frequent periods of scepticism in the City. The \$2.3 billion refinancing of the debt used to finance the purchase of Koppers will do little to silence the doubters.

This entails the swallowing of BNS, the off-balance sheet vehicle used for the purchase. As a result Beazer is left with gearing of 150 per cent — a figure that is hardly ideal at this stage of the housebuilding cycle.

The original plan was to leave BNS, jointly owned by Beazer and its advisers in the Koppers deal, Shearson Lehman and County NatWest, clear of Beazer's direct control until the break-up of the US group had reduced borrowings considerably.

The key asset in the disposal plan, Koppers' chemical products operation, is so far unsold, though Beazer has been assuring its fans that this is merely a matter of time.

It is clear that Beazer has had to wrestle with a difficult choice, either to refinance the original acquisition funding at junk bond levels of interest, or to bring BNS on board earlier than expected. The decision to avoid the junk bond route, which might have entailed interest rates of 18 per cent or more, will undoubtedly benefit Beazer's earnings in the current year at the expense of the balance sheet.

Beazer's critics in the City will recall that the structure of the Koppers deal arose in the first place because institu-

tional investors would not have tolerated yet another issue of equity in order to fund the purchase by a more conventional method. They may well now be feeling somewhat miffed that the asset disposal programme has slipped to the point where the level of debt looks distinctly uncomfortable. Even if Beazer manages to sell the Koppers chemical operations for its targeted \$700 million, the gearing will fall to a mere 100 per cent.

The share price has been reflecting this prospect, and the disappointing aspects of the recent full-year figures. Even though Beazer has done outstandingly well in its housebuilding operations, with profits up 17-fold in the past five years, this business accounted for more than half of trading profits last year, and the market is taking the firm view that a downturn is just around the corner. The other concern in the full year figures was that the contracting side, Keir, produced disappointing results during a time of boom conditions.

Beazer shares currently sell for around seven times last year's earnings, and on even the most pessimistic of forecasts, the Koppers contribution will give rise to a substantial rise in profits over the next two years. The prospective multiple for 1990 looks to be around five times earnings. That looks a steal for those who are prepared to be patient. For the City's disenchantment is a temporary affair likely to reverse itself next year. Beazer backers should look to pick up more stock ahead of the Koppers asset sales.

## Hard to figure out the truth

Recent economic statistics are puzzling and disturbing. The puzzle is mainly whether we should believe them. On Monday the Department of Trade and Industry astonished City number-watchers by reporting a 1.9 per cent rise in retail sales last month. This completely contradicted the evidence of the Confederation of British Industry survey on the same day, and anecdotal evidence from stores, that high street sales have been slowing down.

Yesterday's bafflement was complete, when the Central Statistical Office announced its preliminary estimate that industrial production fell 0.5 per cent in September. Market analysts had been expecting little change.

City soothsayers, of course, can get it wrong and frequently do. But the lingering suspicion is that the official statistics may be little better than the analysts at telling us where we are. Revisions are so large, and discrepancies between different measures which should tell the same story so substantial, that it is difficult to be confident.

If the numbers are right the implications are unpalatable. Consumer demand remains strong, and less of it seems to be being met by industry. This suggests that, to put it charitably, the current account

will grow worse before it gets better. This was enough yesterday to take the shine off sterling, as traders looked forward to next week's trade figures for October.

Also a little disappointing is the trend in output of capital goods. This had been rising exceptionally fast during the summer, with volume increasing in the three months between May and August by 10 per cent. With the worldwide investment boom, British manufacturers, which have rather more spare capacity in the capital goods sector than many countries, have been able to sell well overseas. Export volume in capital goods rose between June and September by as much as 15 per cent.

Survey evidence, however, does not so far support this gloomy analysis, and experience suggests caution when people's perception of the situation and the figures are in conflict. Also, as Peter Spencer of Shearson has been pointing out, companies are still highly profitable, and exporting particularly so, suggesting a sizeable cushion of competitiveness provided it is not expended in pay increases.

The safest conclusion is to suspend judgement and wait and see if the most recent monthly figures are subsequently confirmed.

## News Corp up 25% to £60m

By Our Financial Staff

The News Corporation, Mr Rupert Murdoch's international media group, increased its pre-tax profit by 25 per cent to £127 million (£60 million) in the three months to end-September, the first quarter of its financial year.

Trading was buoyant in Australia, Hong Kong and Britain. In the United States, Twentieth Century Fox Films had a strong performance, helped by successful releases of the films *Big and Die Hard*. Group operating profit rose

by 31 per cent to Aus\$248 million on turnover 16 per cent higher than the corresponding period in 1987 at Aus\$1.6 billion. After higher interest charges and preference dividends, equity-accounted earnings after tax rose by 18.5 per cent to Aus\$90 million.

The News Corporation made extraordinary profits of Aus\$77 million net, primarily from selling its Fox Plaza property interest in Los Angeles, Australia and the Pacific

basin made the largest contribution, raising operating profits by 86 per cent to Aus\$99 million on a 48 per cent gain in turnover.

The British newspaper division increased its profits further through gains in both circulation and advertising revenue, boosting group operating profits in Britain by 21 per cent to Aus\$76 million (£36 million).

In the US, operating profits were unchanged at Aus\$74 million. But this included for

the first time the results of Fox Broadcasting, which is building the fourth television network and has previously been treated as a special item. Losses at Fox were much lower than budgeted.

The final cost of Triangle Publications, the US publishers of *TV Guide* bought at the end of October, was \$2.83 billion (£1.56 billion), funded by bank borrowings. The News Corporation will reduce these borrowings by at least \$1 billion by end-June 1989.

## New life for old baths

The development of Britain plc as a giant leisure industry site has been taken further with LandLeisure's announcement that it has bought Bath Spas for £350,000 on a 125-year lease. The group, which owns Aspinall's casino in London's West End, has won a competition to redevelop the derelict baths into a health hydro. The three baths — Cross, Beau Street and Hot — are not part of the West Country town's famous Roman Baths, although they are linked to the hot springs which erupt below ground at 47°C. After £8 million of restoration work, visitors will be able to spend a sybaritic day — at £40 each — taking treatments ranging from aromatherapy to herbalism and osteopathy. The daily fee will also allow them into the sauna, steam rooms, Jacuzzi, massage and physiotherapy areas. LandLeisure, currently merging with Leisure International, beat 16 others tendering for the lease. One applicant wanted to run a miniature railway over the heads of the swimmers. The reconstruction is due to be finished in 1990 and meanwhile Bath City council is spending £1.25 million on the structure of the buildings to stop them falling down. Restoration will be carried out by London architects, David Rosemont, Stuart Passey and Partners, who say they will use as much as possible of the original designs by Thomas Baldwin. John Wood the Younger and Decimus Burton. Cross Bath,

## THE TIMES CITY DIARY

### Glory, glory men united

Senator Robert Dole and a crowd of international financiers including Paul Volcker, Basil Spinks and Frank Caruana, were expected to rise to their feet and hold hands at a dinner during the annual conference of the American Stock Exchange last week. The man behind this demand was the Reverend Jesse Jackson, who told his 600-strong

audience that they should stand, clasp hands and pray for the President-elect, George Bush. John Owen, from Merrill Lynch in London, was there, and tells me that even a group of usually unbending Swiss bankers obeyed Jackson's order. Their compliance prompted Jackson to describe the scene as one of "a feat of international levitation".

was frequented by lepers and smallpox victims in the 16th century, while Wood's Hot Bath has been spoilt by the addition of an ugly roof, which will be replaced. But the Bath Preservation Trust sounded uneasy about the winning scheme yesterday, saying all the public had seen so far was "a lot of pretty pictures".



### I say, I sell ...

The use of comedians in television advertising has "exploded" according to Bob Williams, president of the New York-based talent agency Spotlite Enterprises. Inquiries for the 52 comedians that Williams represents are up 1,000 per cent from three years ago, he reports. John Rindlaub, of Young and Rubicam, says advertisers are turning to comedians out of desperation, in an attempt to grab the audience's attention, amuse them and stop them switching channels. Comedians also give advertisers some advantages over other celebrities — exposure for one. Good comics perform 200-300 times a year. Athletes, actors and rock stars are reclusive by comparison. And corporate bosses have now come round to the view that comedians lend an air of credibility to their products. So that's why Lenny Henry is everywhere.

## Done, Roman

Smith New Court is taking on Roman Cizdyn next month to strengthen its insurance research team. Cizdyn, aged 35, is a life assurance analyst who was with Sheppards all his working life before finally taking the plunge and deciding to move on — although not, he assures me, for a "huge package". He will be joining Steven Bird, who looks at composite insurers at SNC, and the two will become part of the larger financials team, which includes Michael Lever, Martin Green, Alex Robinson and Alison Deuchars — SNC is probably the biggest market-maker in that sector. Although he is due to start on December 12, Cizdyn has not yet fixed his leaving date from Sheppards. He is currently wrestling with his new employer's car scheme which, he says, requires an actuary to work out what the best balance is between spending on the vehicle and its running costs. Taxing times.

● Town & Country Building Society has made the same offer to savers wanting to buy shares in the soon-to-be privatised British Steel that it made during the British Gas sale. Customers who are not allocated shares will not lose interest on their T&C accounts if they return the money within three weeks. With the society's interest rates ranging from 5.9 to 9.65 per cent, BS's far less aggressive advertising campaign than Gas's Sid, and a minimum investment of £500, my guess is that T&C's funds will stay virtually intact. *Rosemary Unsworth*

G R O W T H  
T h r o u g h  
M A N A G E M E N T

## HIGHLIGHTS OF THE YEAR

Results for the Year ended 30 June 1988

|                      | 1988     | 1987    | Increase |
|----------------------|----------|---------|----------|
| Turnover             | £209.69m | £42.09m | 398%     |
| Pre tax profit       | £13.48m  | £3.77m  | 258%     |
| Earnings per share   | 8.6p     | 4.5p    | 91%      |
| Dividend per share   | 3.0p     | 1.4p    | 114%     |
| Net assets per share | 61.2p    | 40.9p   | 50%      |

Peter Parkin, Chief Executive reports that:

"The year continued our record of achievement, with improved quality of earnings, increased asset base and greater profit awareness through professional management. I am confident that 1989 will be another year in which Raine moves forward strongly."

Copies of the Report and Accounts are obtainable from Raine Industries plc, Ashbourne Road, Mackworth, Derby DE3 4NB.

**RAINE INDUSTRIES**











UNLISTED SECURITIES FOREIGN EXCHANGES

## FOREIGN EXCHANGES

[illegible]

1. The first part of the document is a list of names and titles, including "The Hon. Mr. Justice" and "The Hon. Mr. Justice".



# CREATIVE, MEDIA & MARKETING APPOINTMENTS

## Ideas are not enough

**MARKETING MANAGER**  
£20,000 + car

Perfect timing for the ideal products matched precisely to their market - and this is a rare opportunity to take a high-profile part in the process.

Your role as Marketing Manager of our Canned Foods Division will demand more than run-of-the-mill abilities. You will understand the impact of technological advances within the ambient dry grocery sector and will be closely involved with projects relating to the creation of new products and packaging concepts.

At least four years' relevant commercial experience is required, ideally gained with an established manufacturer. This will have given you a thorough knowledge of product strategy and development techniques and an appreciation of the vagaries of the international market place.

The pace of expansion within the division gives you the scope to fully utilise your skills. You will play a crucial part in liaising with major brand

suppliers and in developing the image of Tesco products. This key marketing position will place you superbly to make rapid personal progress in the country's leading retail organisation and offers a more exciting and rewarding environment for your career.

In addition to a suitably attractive salary, in the range of £20-24,000, you can look forward to a range of benefits which includes a status company car, 25 day's holiday, free medical insurance, senior management pension scheme, staff discount, and relocation, where appropriate, to our Cheshunt Head Office.

Apply for this outstanding opportunity, please send your full CV to: Mrs. Baker, Tesco Stores, Limited, 100, Darnley Road, Cheshunt, Herts SG7 6JF.

**TESCO**

TESCO MEANS BUSINESS

### AEG Domestic Appliances Division

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Slough

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AEG is a leading European manufacturer of high quality freestanding, built-in and small domestic appliances. Its UK subsidiary in Slough is expanding its business in the British market. In order to maximise the opportunities presented by this expansion, the company is creating a new post of Product Manager for the sector of freestanding appliances.

Reporting to the Marketing Manager, the

successful candidate will be able to demonstrate ability to conduct market research and analysis, identify market trends, penetration, price structures, competitor performance, and make cogent proposals for exploiting markets. He/she will preferably be a graduate, between 25 and 35 years of age and will have 3-5 years' experience in marketing, some of which will have been in consumer products. Experience with

Personal Computers and Lotus 1-2-3, and a working knowledge of German will be a distinct advantage, as will the ability to work under considerable pressure in a competitive environment. Please write or telephone for a Personal History Form to: Liz McClure, AEG (UK) Limited, 217 Bath Road, Slough, Berks SL1 4AW. Tel: Slough (0753) 872350.

**AEG**

## Selling Success

Sampson/Tyrrell, one of Europe's leading consultants in communication, marketing and design - a member of the WPP Group - has been growing spectacularly over the past three years. Our unique approach of applying 'visual management' to our clients' corporate and marketing activities has resulted in a substantial increase in staff and turnover.

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Ideally candidates should be experienced in all aspects of corporate communications management and be able to sell and negotiate at a senior level at home and abroad. The right candidate will have a successful track record in blue chip companies or communications consultancies and be conversant with the needs of large multinational organisations.

The post offers a good basic salary plus car plus commission.

## Sampson Tyrrell

Candidates should send CVs to:  
Personnel Director  
Sampson/Tyrrell  
6 Mercer Street  
London WC2H 9QG

### MARKETING AND BUSINESS MANAGER - Director Potential -

New Woman's Magazine c£18,000 + Car  
Foreign Travel

Based in WC1 and re-launched this year, my client's product is rapidly building an enviable reputation as a unique, high quality, up-market monthly for the fashion conscious, socially aware, demanding 18-35yr old Black woman who expects to be informed as well as entertained.

This appointment offers an exciting challenge for a young, assertive marketing manager to create and develop new, original strategies. The brief will be to maximise U.K. retail sales by raising the profile of the magazine while developing further the domestic and overseas markets.

Probably aged 26-35, you will have a degree/H.N.D. with a marketing bias, coupled with broad knowledge of, and practical expertise in, marketing; gained ideally in publishing. Personal qualities needed include flair and resourcefulness, linked with commercial toughness and an innovative response to problems. Directorship prospects are limited only by your own success.

Your own ethnic origin is immaterial, but you MUST have real empathy with the culture and aspirations of Britain's young Black women.

Write with a full CV, including current salary, to: Monty Grigg, quoting Ref T133 at:

Haines Watts Recruitment Services,  
Palladium House,  
1-4 Argyll Street,  
London W1V 1AD.  
Fax: 01-439 6222.

**HWA**

### PUBLISHER Up to £28,800

The Design Council is an independent but Government-sponsored organisation dedicated to improving product design in British industry.

An important way for the Council to communicate its message is through its well-established monthly magazines DESIGN and ENGINEERING, and through its wide range of educational publications.

We are now seeking a Publisher to take full responsibility for the editorial and business management and development of the monthly magazines and to provide advice and guidance on the educational publications, involving a budget of approximately £3m.

Applicants must have a good knowledge and experience of publishing, with sound commercial judgment and the ability to manage staff with a wide range of creative and commercial responsibilities.

For further details and an application form please contact: Miss Pae Beard, Personnel Manager, or write to her with CV in confidence at:  
The Design Council  
28 Haymarket  
London SW1V 4SU  
Telephone: 01-839 8000 ext 4039

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**THE DESIGN COUNCIL**

### ALEXANDRA PALACE AND PARK

## 2 EVENTS MANAGERS

Salary circa: £18,131

£40 million has been spent to redevelop and renovate Alexandra Palace, as a major national and international venue for exhibitions, events, sports and entertainment.

Alexandra Palace has an excellent Senior Management Team already in post and are looking for two Events Managers who will report to the Senior Events Manager.

As Events Manager you will be responsible for providing clients with every assistance to ensure the smooth and successful operation of their event with the aim of achieving full client satisfaction and a repeat booking within the new palace complex.

In addition to a proven record within an exhibition, sporting, entertainment or related environment, the successful applicants will require a high degree of organisational skills and be able to tackle a variety of problems swiftly and efficiently.

If you believe you have the flair and energy to make what will undoubtedly be a major contribution to Alexandra Palace's current success, please contact Yvonne Fullerton on 01-883 6477 Ext 243 for details, or write to Alexandra Palace Management Team, Wood Green, London N22 4AY. Closing date 30th November.

Haringey is working towards becoming an Equal Opportunities Employer.  
**HARINGEY COUNCIL**

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Your powers of persuasion as well as your own command of the English language are crucial in demonstrating the worth of the system to our clients - winning over the firm you're working with through your diplomacy and agility of mind. You must be able to organise your own work schedule and make the most of your selling skills.

Full training will be provided, after which you'll be rewarded with a salary package of £17K plus £30 per month LV's, season ticket loan, pension scheme and 28 days' holiday.

To apply, please telephone or write to Jane Newell, Managing Consultant at the address below. Please enclose a full CV and quote Ref. No. GU 0422/JN.

**occ sales personnel**  
Boschman Chambers, Court House, 121, Kingsway, London WC2B 6BA  
01-242 9356 24 hour answering service  
Fax No. 01-242 322

**occ sales personnel**

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£9-16,000, with flair and experience for magazine publishers.  
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KINGSLAND PERSONNEL CONSULTANTS

### INDEPENDENT CONSULTING AND MANAGEMENT CO. LTD.

We are a fast growing subsidiary of a major PAN EUROPEAN MANAGEMENT CONSULTANCY GROUP. We now have vacancies to fill the position of:

## Delegate Consultant

The successful candidate will be over 25, well organised with a good general knowledge with the willpower to succeed and able to negotiate at a Senior level. Comprehensive training and assistance will be given. As a Delegate Consultant you are responsible for the development of business with small and medium size companies in your region.

This position offers a high income with all possibilities of fast promotion.

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**ICMC**

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We can offer you the opportunity to enter into the fast moving and lucrative industry of Publishing where you will be trained in the art of sales and advertising, commanding an above average salary that is fully related with an environment where you can rise through management to publisher within five years.

If you believe you have the commitment, attitude and talent to succeed in this industry then call us and let us see why.

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WEST LONDON £11,000-£13,000 + BONUS

HEADQUARTERS LEGAL FUNCTION OF LEADING JAPANESE GROUP

Applicants are invited from well-educated candidates with a good standard of English, accurate typing as well as general secretarial skills and ideally experience gained from a legal or similar professional background. The Legal and Licensing Department has recently been established by the Senior Manager, who is responsible for all legal aspects of the Group's activities throughout Europe. Also as in-house consultant his responsibilities cover handling technology licensing, drafting and issuing various company regulations and other special ad hoc projects. The successful applicant will be required to provide full secretarial and administrative support including running up new systems and generally ensuring the department in the absence abroad. There will be frequent contact with Solicitors, Sales Managers and other European offices and a knowledge of German would be a distinct asset, particularly when looking after delegates from overseas. The Manager is happy to delegate and the job content will grow in line with the successful applicant's ability. Our client seeks bright, highly motivated who are conscientious and organised with an eye for detail and the ability to communicate at all levels. Initial remuneration £11,000-£13,000 + excellent bonus. OT, LV's, free medical insurance and 23 days holiday. Applications in strict confidence under reference PAL07171 to the Managing Director - CJES.

CAMPBELL-JOHNSTON EXECUTIVE SECRETARIES LIMITED (RECRUITMENT CONSULTANTS), 3 LONDON WALL BUILDINGS, LONDON WALL, LONDON EC2M 6PJ. TELEPHONE 01-586 5556 or 01-586 5576. TELEFAX 01-586 5561.

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For details call our consultant: Rosemary Marshall on 01-872 0000.

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Continued on page 34

### INTERBRAND

**BE A NAME BEHIND THE BIG NAMES**  
Do you enjoy playing Scrabble? Or complete crosswords before breakfast? Do you leaf through dictionaries for pleasure? If so, read on. The Interbrand Group is looking for a copywriter to help develop major new brand and corporate names.

The Interbrand Group is the world's leading authority on brand and corporate name development and has a matchless reputation for the quality of the service it provides. Over the years the Group has developed such names as METRO, MAESTRO and MONTEGO (for British Leyland), HOB-NOBS (McVitie's), HOMEBASE (Sainsbury's), QUATRO (Coca-Cola), KALIBER (Guinness) and many, many more.

The person we seek will have an outstanding command of the English language, a vivid imagination and a highly developed sense of humour. We offer an attractive salary, a stimulating working environment and the chance to participate in a unique and exciting business.

If you are interested and think you have the qualities we seek, please write with your cv to:

Tom Blackett, Managing Director  
INTERBRAND UK LTD  
81 Piccadilly, London W1V 9HF  
Tel 01-481 4141



## MEDIA &amp; MARKETING

## Why cable TV is a turn-off

## OPINION

Stephen Games

When the local cable television company starts laying cables outside my house, it will have more than the tarmac in the road to penetrate: it will have a perception barrier to contend with. I've only just caught up with cable TV, but my first impression is that it is as awful as the free-sheets that plop through my letterbox each week. The only difference is that it is not free. The average UK subscription is about £18 a month.

The White Paper on Broadcasting foresees an unspecified number of local TV channels, distributed by cable or the new microwave system, opening in 1991. The idea is that the microwave stations will make enough money for cable to come in on their heels. But what sort of service will cable be?

The issue is certain to be discussed at the Cable Convention, which starts at the Gloucester Hotel today. It includes sessions from Tim Renton, Under-Secretary of State for the Home Office, and discussions on programming and "satellite threat or opportunity?". Representatives from Granada, Sky and various cable channels will attend.

Cable subscription buys a mixture of satellite and cable channels, each conveying its own dismal sense of being isolated in an intractable economic dilemma. The best are parasitic. MTV is Radio 1 without the wit. Bravo offers classic black-and-white movies. Premiere distributes new releases. HVC runs cheap films, only otherwise available from video shops. Sky and Super Channel offer soaps, sport, music and reruns of old British and American TV programmes. Life-style is a sort of *Woman's Own*. The Arts Channel is an insult to anyone who enjoys the arts. Cable is its own worst advertisement.

Apart from the TV programmes, cable can offer a

range of utilities: shopping, home security, telephony. Cable operators hooked to Mercury, for example, can offer subscribers cheaper phone calls and itemized billing.

I think of cable as a utility. I like the idea that I can switch it on and off, just as I would switch on the heating or the tap. I feel OK about paying a connection charge and a meter rate in a way that I do not about simply paying for extra channels. This definition of cable also makes me feel good about myself. I want to think of myself as an independent, discriminating user of a facility which gives me an edge. Interactive television helps to foster that illusion.

The problem is that while I can visualize how my own perception barrier might be breached, it is the perception barriers of the cable suppliers that are proving more intractable. Most cable networks do not offer utility services. They say the time is not right, or the technology is too experimental, or there is no interest among viewers, or they are waiting for the deregulation of telephony in 1990.

I suspect the truth is slightly different. Cable is beginning to expand quickly. With between one and two franchises being advertised every month, the Cable Authority says a national network should be complete by 1993. What this expansion reflects is not audience demand, but a bubble of speculation by American networks which find that at £600 a home, it is five times cheaper to buy into new UK companies than to swallow up existing US ones.

And because they have only known cable in America as a delivery system for TV programmes, they are shy of venturing into other uses. I think it is their perceptions that need breaking down.

Stephen Games is a media consultant and broadcaster.

## Martin Hedges on how a Cinderella industry became a princess in the advertising market

While there might have been "full house" signs for new films recently, the commercial break before the main feature has put the "house sold" sign up until the end of 1989. The ads that accompany the ice-creams and drinks on a stick have fought their way on to the screen — beating many others that would like to be there — and all because the advertisers have discovered that cinema audiences are young, upwardly mobile and have plenty of money to spend.

Cinemas are full of people who do not watch television. To reach that group, advertisers selling alcohol, clothing and financial services have turned to the medium in a big way. They are attracted by the fact that more people are going to see films than they have in nearly a decade. About 78 million are expected in Britain's cinemas this year, about two million more than last year. The advertisers are keen to ply them with more than Kia-Ors and a packet of Butterkist. Gone forever are the downmarket slide-and-voiceover advertisements for the local Indian restaurant.



In the swim: two advertisements which have fought their way on to the big screen against fierce competition

Only a few years ago, Rank Screen Advertising Services and Pearl and Dean could not give the time away. But now Rank, which controls almost 80 per cent of Britain's 1,200 screens, finds an embarrassment of riches, with an hour of commercials squabbling for the 14 minutes it has available before any film.

Despite a rate increase this month of 15 per cent, Rank sales director, Peter Howard-Williams, still finds himself with no space to sell until late 1989.

What is cinema's appeal to advertising agencies? Apart from the bonus of reaching those

who do not watch *EastEnders*, there are two pluses: the cinema environment and the scale of the medium. People have made a decision to watch a film; they have paid money to see it; and they are in a more receptive mood than they usually are when watching the television. For the creative team that conceives the ads, there is the bonus of seeing their spot projected 40 feet by 20, instead of 14 inches by 10 on an average portable television.

Cinema advertising is also cheaper than network television, so the bits that usually hit the cutting-room floor in a TV commercial can be included in the cinema spot —

with ads often running 90 seconds at the pictures when they might be 30 seconds on the box.

In terms of accountability, cinema is a lot more measurable than other media. While the poster business relies on the somewhat nebulous concept of "opportunities to see", a particular site, regardless of whether motorists or pedestrians bother to look, cinema audiences are monitored by Marplan on tickets sold — guaranteeing bottoms on seats and eyes on the screen.

Rank's biggest problem has been with the exhibitors, the cinema owners on whose behalf the sales force works. Exhibitors have been

loath to increase the time given to ads, although 60 to 80 per cent of the revenue goes to them. Many exhibitors are tightening up their act to squeeze in one more showing of the main feature, so increasing pressure on the time for ads and trailers.

And then there are the multiplexes. This new form of cinema supermarket, with about 12 screens in one building, is geared to low cost, high-turnaround marketing of the movies. Based on their experience of cinema advertising in the United States, some of the American owners of multiplexes have announced that the audiences do not like them.

Any visit to the cinema will give the lie to this. The creative quality of most of the advertising is such that you can almost feel the audiences lapping up the commercial hors-d'oeuvre.

Rank's predominant position in the market and the problem of a bare cupboard when it comes to the clamour for cinema advertising has seen it turn to other items to sell. The Michael Jackson concert in Britain were accompanied by giant TV screens. Rank brought in 25 advertisers who wanted to reach the Jackson fans.

The next big hurdle for the cinema is the onset of satellite delivered movie channels, such as Astra and BSB. But, having withstood video, Rank's Peter Howard-Williams is confident. "In America they have cable and satellite movies on TV and now video, and yet still people keep going to the cinema."

## Pay cloud hangs over IRN's TV debut

The expected sequel to a tale of unusual business initiative by journalists is threatened by an old-fashioned industrial dispute.

Staff at Independent Radio News (IRN) were so proud of their local radio news coverage that they chivvied their management to compete for the £60 million contract to supply British Satellite Broadcasting's NOW Channel with news.

To everyone's surprise, IRN beat established TV news organizations such as LWT's Screen News to win the contract for eight hours of news a day for five years.

Since that heady moment, a row over pay has intervened.

IRN's staff put in a pay claim in August for the year starting on October 1. The management offered a 5.7 per cent increase — the rate of inflation at the time. The journalists refused and are currently "in dispute". Unless the matter is resolved shortly, ACAS arbitration is expected.

Behind this journalistic foot-stamping lies a complicated corporate web and a saga of the ups and downs of local radio.

Four years ago, IRN was a less-making subsidiary of LBC. The staff, already under-

## Staff enthusiasm wavers after winning bid to provide television news service

paid in comparison with the BBC, agreed redundancies and inflation-linked wage increases. But over the next three years local radio enjoyed a remarkable boom. In 1987 LBC sold 40 per cent of IRN to local radio stations and, after a series of reshuffles, Crown Communications became the major shareholder in IRN.

Crown, chaired by Christopher Chataway, has worked hard to turn LBC/IRN around. It entered new spon-

sorship deals, sold IRN abroad and won special permission from the IBA to sell national advertising around its news bulletins.

Helped by new technology and a 26 per cent nationwide increase in radio advertising, IRN reported record profits in the year ending September.

Although undisclosed, they are believed to be more than £2 million — a remarkable rate of return on a turnover of only £7 million.

Although staff at IRN already enjoy a profit-sharing scheme, they feel they should now be better rewarded.

However, until IRN's domestic dispute is resolved, no negotiations on the company's move to BSB's headquarters are thought possible. Indeed, Crown's chief executive, Paul Ellis, says IRN's contract with BSB has yet to be finalized.

Certain details of IRN's TV news operation are clear, however. Its coverage will be in four two-hour slots, targeted — like LBC — to the types of audience it perceives through the day. "We want to get away

from the 'calling the nation to prayer' tone of the BBC and ITN," says IRN's managing director, Bill Copen-Gardner. "Existing coverage is not fast-paced or relaxed enough. We want shorter, snappier news breaks."

Ellis hopes IRN and BSB will be able to make a joint presentation for NOW News by early next month. Staff at IRN say they will be surprised if it is before Christmas. They say they are keen on expansion, but first they want a resolution of their pay claim.

Andrew Lycett

## The Sunday Correspondent.

The new quality Sunday newspaper, to be launched in the spring, is moving forward rapidly and is now recruiting senior journalists. The Sunday Correspondent is dedicated to journalism of the highest standards and therefore seeks the best editorial executives to devote themselves to that goal. These crucial jobs are being advertised so that we can draw on the widest pool of excellence. Applications, which will be treated in strict confidence, are invited, initially, for the following posts:

**Production Editor:** he or she will supervise and coordinate the design of the new paper, the production of dummies, and take the major role in bringing out the paper once production has begun.

**Department Heads:** Home Editor, Foreign Editor, Business and Finance Editor, Sports Editor. In each case he or she will organise and inspire coverage of news and analysis. There will be a high degree of autonomy in each case, so successful applicants will have a broad and detailed knowledge of the area concerned, an ability to initiate, motivate staff and edit copy. In addition we are seeking to appoint:

**Colour Magazine Editor:** he or she will have magazine experience and plenty of ideas for creating a new Sunday magazine. While the magazine will reflect the quality and character of the newspaper, the editor will have the flair to take responsibility for its content and design.

**Second Section Editor:** he or she will coordinate and take responsibility for the production of the arts and leisure content of The Sunday Correspondent.

The successful applicants will enjoy the excitement and satisfaction of being part of a new newspaper. Salaries will be competitive, and there is a generous share option scheme.

Apply with full career details to:  
The Editor, The Sunday Correspondent,  
70 Brompton Road, London SW3 1EY.

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CITY OF LONDON

Select Appointments, the UK's fastest growing recruitment consultancy, are seeking a confident and ambitious manager for their City office.

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If you feel you can make a positive contribution to our already highly successful company then please apply in writing with a curriculum vitae (including a daytime telephone number) to Christine Wilson, Select Appointments PLC, 28 South Molton Street, London W1Y 1DA. Telephone: 01-491 6133.

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MANAGERS

We are seeking to recruit two Regional Sales Managers (one based in the North and one in the South). These are key new appointments arising from recent reorganization and reorientation of the company.

The main thrust of Hutchinson Education's publishing is now firmly focused on the Schools and FE markets, where we expect to increase market share significantly over the next few years. The creation of these two new roles is an important plank of this strategy.

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Please reply in writing, enclosing a CV, to: Jayne de Courcy, Managing Director, Hutchinson Education, Brookmount House, 62-65 Chandos Place, London WC2N 4NW

PUBLISHING RESEARCH  
CIRCA £13K

International book publishing company is looking to appoint a responsible, well-organised individual to develop and co-ordinate research related to new international publishing projects.

Responsibilities include conducting and organising research; analyzing markets; writing reports; obtaining documents; and serving as a liaison with the U.S. office.

Candidates for the position should have a degree, excellent writing and research skills, and a background in editorial, market research, or new product/business development. Previous experience in publishing is preferred.

Please apply in writing, with full CV, to:

Mr. Thomas Sand  
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Call Mike Payer on 01-372 5403.

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The Scout Association is currently looking for Assistant Editors to work on its publications and its national monthly magazine - Scouting Magazine.

The successful applicants will be required to assist in the production and promotion of the publications with the General Editor, Designers, Contributors, Typesetters, Printers and Distributors.

An active involvement with the movement or a sympathy with its aims would be an advantage as would knowledge and experience of word processing.

In return, a salary of £10,350 to £10,650 negotiable according to age and experience is offered together with benefits including free lunches, contributory pension scheme with free life assurance and an interest free Season Ticket loan scheme after qualifying period.

Further details and an application form can be obtained by writing with full curriculum vitae to Personnel Officer, The Scout Association, Queens Gate, London SW7 5JS. Tel. 01-584 7030. Fax: 01-581 9953.

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ICAN seeks an experienced fund raiser to fill this London-based senior management post in a fast-growing charity catering for the needs of disabled young people.

Salary: circa £20,000 per annum.

Further information and detailed job specification from: Julia Few, 198 City Road, London EC1V 2PH.  
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Publishing Co require person with previous experience.

Call Phil 236 1686 -  
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## MEDIA &amp; MARKETING

## Finding the rich niche

## The life of Chris

When the real Christabel confronted herself

When Chris Bielenberg first confronted Christabel, Dennis Potter's £3.5 million adaptation of her life in Nazi Germany (to be screened tonight on BBC2), she could scarcely bring herself to watch it.

Tension was already high in the viewing theatre because the indomitable 78-year-old Bielenberg and her husband, Peter, were late and had arrived to find Potter and executive producer Ken Trodd nervously pacing the room.

The fear was all the more acute because a key condition of the BBC's contract was that the script was to remain faithful to the real-life characters featured in her book *The Past is Myself*. Indeed, five previous bids had foundered.

"I sat next to Potter, who was even more nervous than I was," Bielenberg said. "When it started you could have heard a pin drop. I couldn't watch it. I couldn't really associate with it. I thought, 'This is not me, Peter is not Peter', although Dennis had always warned me that it would be his Christabel."

"He brought out the dilemma of young right-minded Germans, which I was happy about, but I was drawn as a rather lightweight pretty young thing with red lipstick who was very, very British and somehow mixed up in things she didn't understand. Afterwards, I said, 'My goodness Dennis, I think it's okay', but I was not really enthusiastic."

It was not until the second screening that she gave her final approval. She had accepted Potter's Christabel, and she felt he had faithfully depicted the spirit of defiance of a significant number of Germans to Hitler, a view reinforced by Bernhard von Stauffenberg, son of the chief conspirator against the Führer in the July bomb plot, now working in the West German embassy in London, who whispered to her: "Chris, it's okay, it's okay."

Paul Charman  
TV preview, page 23



Little extra for guests: *Perspective* has articles on fashion, people, travel and fashion (above and right), plus expensive looking advertising



On target: the Savoy magazine, one of the most finely housed entrants in the giveaway market, aims at "super-A businessmen and their wives"

From this week, international jet-setters who can afford to stay at one of the Savoy group's hotels in London — the Savoy, the Connaught, the Berkeley and Claridge's — will find a glamorous little extra in their rooms.

Called *Perspective*, it is a chic, expensively produced quarterly magazine, targeted at "super-A businessmen and their wives". With 112 pages on fashion, people, travel and shopping — including expensive looking advertising — it could feasibly be in the *Harper's* and *Vogue* price range. But *Perspective* is free.

With a target circulation of 25,000, it is one of the most finely honed entrants to the new stable of up-market "niche" magazines. And if *Perspective* has a whiff of *The World of Interiors* or *Business* about it, it is hardly surprising: the man behind all three is Kevin Kelly. An Irish entrepreneur with a reputation for being the sort of man who could sell you a set of false teeth in anticipation of old age, publisher Kelly is aware that the market for these glossy giveaways is growing fast.

The Savoy group is one of the last hotel chains to introduce them, after Trusthouse Forte, Genealogies and Hilton International, which is expanding and relaunching its own magazine next month. The concept

The market for the glossy giveaway is growing fast, allowing advertisers to home in on a captive audience. Lisa O'Kelly meets the man behind the latest starter in an upmarket stable

has spread to retailers such as Marks & Spencer, almost every airline and cruise ship, most big art centres, museums and theatres, and even taxis. The big credit card companies and car manufacturers have also jumped on the bandwagon.

Austin-Rover, for example, recently launched a custom-built version called *Catalyst*, edited by Michael Parkinson. Total circulation has more than tripled in the past five years to nearly 500 million and although the Advertising Association is reluctant to give an estimate, advertising revenue is believed to be more than £100 million.

*Perspective* and its fellow niche magazines give the advertiser a captive audience (the businessman held up in a hotel room/plane/boat) with a quantifiable income (the can afford the room/cruise/the Gold American Express card) and easily defined interests (business/shopping/travel). But Kelly prefers to describe his

new venture as something other than simply a vehicle for advertising. It is, he says, "a new concept in publishing". He has plans for similar magazines for other companies and retailers and claims he has already had offers.

He had his fingers burnt recently when his fashion fortnightly, *W*, closed with losses of £2 million just one week short of its first birthday. It never reached its 40,000 circulation target, and when it closed at the end of October it was selling only 15,000 copies.

Kelly, aged 50, has created and sold eight magazines in Britain and the Republic of Ireland during his 20-year publishing career and still runs two titles in Dublin: *Checkmate*, his grocery trade magazine, and *Image*, his women's title. He maintains that launching and running a paid-for consumer magazine has become too expensive for a small company, without the resources of a Condé Nast

or a Gruner & Jahr to see it through the initial stages.

"Mine was the last show as far as independent publishers go. I've been squeezed out," he says. "From now on, consumer magazines will become more like telephone directories. They will be owned by multi-nationals and run by accountants."

He does not accept that a giveaway is editorially worthless. "We have top writers like Maeve Binchy, and top photographers like Fritz von der Schulenberg; the articles will be worth reading for the businessman who is killing a couple of hours between meetings and the theatre, or his wife who is spending time in her room before going out to spend money on Armani and Valentino."

Margaret Hickey, editor of *Amex's* 500,000 circulation *Departures* (reserved for Gold and Platinum cardholders), agrees that up-market free magazines must have editorial cachet. "We commission writers like Martin Amis, Paul Theroux and Dervla Murphy, and consider ourselves a serious travel magazine, not merely an imitation of a Sunday supplement. *Departures* is designed to enhance *Amex's* image... if we let the quality slip, we would just go straight in the bin along with the other junk mail," she says.

## BYLINES

## Branson radio switch

Richard Branson's all-night pop and chat radio service, Radio Radio, which provides programmes for independent stations, has been beset with problems since it started five months ago. But it is now on the road to recovery and ready to go it alone. It is reducing its reliance on Piccadilly Productions and Marketing (PPM), which has provided programme advice and facilities, and also leaving the British Forces Broadcasting Station, where it has been recording. "PPM's facilities have been serving us since July, but now we have decided to reduce their consultancy services because they are no longer applicable," says Rob Jones, Radio Radio's managing director. "There have been a few minor hiccups with BFBS and so we intend to move to Mollnare [recording studios] where we hope we will get a better deal." The service is set to expand, with more stations coming on line between now and March next year.

## Last Post?

Media men have given a cool reception to Eddy Shah's new paper, *The Post*. Media analyst John Ayling says: "Despite our desire to encourage new media opportunities, *The Post* does not seem to provide anything unique in the tabloid market. At the same 20p, disappointing colour and with the *Mirror* having little 'sleaze' these days, one has to question *The Post's* positioning." Brian Jacobs, of Leo Burnett, agrees: "Overall, the first issue was disappointing; it was dull and bland. The paper looked downmarket and at 32 pages felt insubstantial, particularly given the sizes of the other titles." He added that reporting seemed weak and news content was limited. The lack of major advertisers also indicated a lack of confidence in the new title.

## So long, Soho

*Soho News*, the weekly listings glossy described by its editor as "relentlessly hip", has closed after two issues. The magazine, launched on a £500,000 budget, needed a circulation of 30,000 to break even but was averaging only 10,000. Tony Elliott, who launched *Time Out* — *Soho News's* main target — 20 years ago with £70, didn't feel the new paper had a future, but was surprised its life was so brief. "The trouble was that it had no editorial identity, an unwieldy large format and absolutely dreadful listings."

## Flash in the pan

With the US presidential campaign finally over, journalists no longer have to strain for an original angle on the

dullest story of the year. But Los Angeles based KLOS radio managed to take the world of broadcasting to new depths when it invited a representative of the department of water on a "let's see how they are voting" show. At a given point pro-Dukakis listeners were invited to flush their lavatories, after which the city's water level was measured. Bush listeners were then asked to do the same. The result was disappointing: the poll gave Dukakis a 10-point lead.

## Briefing...

Paul Keers, editor of newly launched men's monthly *GQ*, says the media's poor reaction to the magazine has not affected his sales. "The journalists who have written about *GQ* had forgotten that we never intended it to be a fashion magazine. We want it displayed in newsagents' current affairs sections — next to all the magazines with George Bush on the front cover"... The £300,000 television set has arrived — in Japan. The HDTV set, which claims to produce images as clear as a 35mm colour slide and compact disc sound quality, could be with us by the mid-1990s, when it will cost a more affordable £2,200... The *Daily Mail's* current obsession with things environmental — saving seals and promoting lead-free petrol — has staff wondering whether the paper's proprietor, Lord Rothermere, has been implementing the whims of his daughter, Lady Geraldine. She happens to be a fully paid-up member of the Green Party...

Jane Slade

## A world-wide marketing challenge...

Allders International, a member of the Hanson Group has developed a world class reputation as leaders in the field of duty free retailing. Operating internationally, at airports and on-board luxury cruise liners and ferries, we are an expanding marketing organisation committed to the ongoing development of an ever increasing travel orientated marketplace.

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## Press Officer

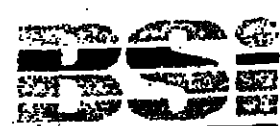
BSI is working for quality—in the preparation of national and international standards, in quality assurance and in testing.

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The Press Office is based in Milton Keynes, so residence in that area or willingness to move there is essential. Relocation assistance will be paid where appropriate. Starting salary will be in the range of £10,500 to £11,500 and benefits include 5 weeks annual leave.

For more information and an application form, please contact:

Janina Pownall, Personnel Officer,  
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You should have a good degree, preferably in Business, Marketing or other "A" subjects, and feel you have an aptitude for sales. You will have a choice of being based in Surrey, London, or the Midlands.

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An excellent salary, company car, BUPA, pension etc, will reflect the importance of this position.

Assistance with relocation is available.

For CV including current salary and marital status, please send to: Mr M E Dorsey, Personnel Director, NEWY GOODMAN LTD, Sedgley Road West, Tipton, West Midlands DY4 8AH

SENIOR SALES WOMENS MAGAZINES  
CIRCA £16-18k & CAR

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## EDITORIAL ASSISTANTS

We require several Editorial Assistants to view all the film and taped material on time-coded cassettes, logging cuts to be made and supervising the subsequent editing. The right person will be capable of making intelligent editorial decisions and have a professional interest in all television programmes.

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Please note that Sky will be moving to its new West London TV Centre in Osterley early next year and applicants should be prepared to move with the company when it relocates.

Please write with full CV, including details of current salary and daytime 'phone no. to: Louise Stott, Personnel Officer, Sky Television, 31-36 Foley Street, London W1P 7LB.

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Reporter Radio Norfolk (based Norwich) (Ref. 2519/T)

Reporter Radio Sussex (based Brighton) (Ref. 2493/T)

For an application form please telephone 01-207 5979 (24 hours) quoting appropriate ref.



Continued from page 31

# LA CRÈME DE LA CRÈME

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- must have an excellent knowledge of English and be able to deal with correspondence independently.
- office hours are 9.00 am to 6.00 pm Mon to Fri. However, as the position requires total commitment and reliability some flexibility in working hours may be required.
- knowledge of foreign languages is a plus but not an absolute requirement.

If candidates do not feel that they fulfil each one of the above requirements, it is not advisable to apply. Please send handwritten applications with CV and the reason why the application has been made to: Personnel Manager, USIT International Ltd, 52 Grosvenor Gardens, London, SW1W 0AG.

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It is anticipated that only candidates currently earning in excess of £22,000 would be suitable for this position.

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For further details please telephone Phyll Daffern on 01-222 9070.

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## QED

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You have a minimum of 2 years recruiting experience as a personnel officer/manager + a positive attitude. As a recruitment consultant or temporary controller with you are in charge of your own destiny as your energy and expertise determine your career progression and salary package of £18,000 - £22,000+.

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In order to provide the highest level of secretarial service to the Finance Director, you will be personable and confident, possessing audio and/or shorthand skills.

In this varied role you'll be involved in preparing financial reports using a wide range of presentation elements including graphics, report design and word processing. It is therefore imperative that you have previous experience of using a word processor or PC.

To complement your secretarial skills you must be a good communicator and be able to work under pressure whilst maintaining a sense of humour.

A competitive salary will reflect your talents and is coupled with an extensive range of benefits including bonus schemes, 23 days' holiday, season ticket loan and free car parking.

Please write with full career details to Sheena Ross, Personnel Manager, Glaxo Export Ltd., Graham Street, London N1 8JZ or telephone for an application form: 01-253 3060.

Glaxo Export Limited

## CHARTLEIGH

THE SKY'S THE LIMIT £9,500 This newly established but incredibly successful advertising agency are looking for a beautiful presented, articulate, confident secretary with excellent organisational skills. This is an ideal chance to learn all aspects of the advertising industry at grass roots level with unlimited promotional prospects. Ref: G17.

BUILD YOUR CAREER £10,250 With London's best known property company a rather special opportunity has arisen for a young secretary with initiative and ambition. Assist the young partner in leading research work involving extensive nationwide site visits and take full responsibility for office affairs. Excellent benefits. Ref: PC.

STICKY FINGERS £11,000 Fair, common sense and good secretarial skills are what you need to land an interesting and fast paced worldwide consultancy company. In return, they will train you on their Diva WP system and will also offer excellent benefits including early train on Friday, 25 days holiday plus profit share scheme. Ref: SC.

MATURE RECEPTIONIST £12,000 This rapidly expanding subsidiary of a renowned Merchant Bank currently require a mature receptionist to liaise with clients, deal with general typing and to assist the Managers. A position where opportunity is provided to progress and where experience of banking would be highly advantageous. Ref: EM.

FEAT OF ENGINEERING £13,000 A fast paced and initiative are all you require to work for the Personnel Manager of this renowned engineering company. A position where opportunity is provided to progress and where experience of banking would be highly advantageous. Ref: RT.

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Send CV, to White & Case, 66 Gresham Street, London EC2V 7LB. Attention: Mr. Coleman

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## KING & TOBIN

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Interested? Then please send your c.v. to Ashwood Associates, Room 3, Terranova House, Kilm Lane, off Easthampstead Road, Bracknell, Berks RG12 5EU, who are handling our response. Our own staff have been notified of the placing of this advertisement.

EXECUTIVE SECRETARY  
KINGSTON

Brown & Root is one of the world's major engineering companies and we are currently working on the largest construction project in the world. The immense scale of this project means a growing workload at our modern Kingston offices, and one of our Senior Managers now needs a capable Executive Secretary.

Along with all normal secretarial duties, handling this manager's busy schedule will involve you in confidential and non-routine work. Also constant diplomatic liaison with our client office is an essential part of this position.

You will need around 5 years secretarial experience, preferably within an Engineering environment, good shorthand, excellent audio/WP keyboard skills, ideally on a Wang system, and a confident telephone manner. You will be adaptable, unflappable, and discreet.

In return, we can offer an excellent salary and benefits package together with good career prospects. To apply, please write with a full CV to:

Liz Taylor, Senior Personnel Officer, Brown & Root (UK) Limited, International House, 31 Wheatfield Way, Kingston-upon-Thames, Surrey KT1 2PD. Alternatively, telephone her for further information on 01-541 2200.



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The charming Chairman of this fast growing investment holding company whose HQ overlooks Lincoln's Inn Fields, needs a secretary/Admin Assistant. Someone lively and enthusiastic but also ultra dependable who can provide full secretarial support and be a good team player. The atmosphere is friendly but professional, with peaks and

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As Group Executive PA you will play a central role in this dynamic, expanding property development company. You will be working directly for the MD, as well as the Finance Controller. They want the sort of person who has a sense of humour, works hard and is prepared to get totally involved in the

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A brisk pace and plenty of variety assured when assisting at senior level in this high-profile Legal Group. 70% administration, to include both business and private work, ensures the full use of your organising skills and social flair. First-class skills (100/60) and WP experience pre-requisite. Please call 01-493 0713 for further details.

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MERRYWEATHER

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The GROSVENOR Bureau

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SALARY: £9,500

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FOR NO OF PHOTO/VIDEO CHAIN.  
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We offer a competitive salary and a full range of benefits including subsidised restaurant and private health care. A smart uniform is also provided.

Please write to Jon Townsin enclosing full CV to: Cromwell Hospital, Cromwell Road, London SW5 0TU. Tel: 01-370 4233 ext. 5595, anytime as an answerphone service is available.



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## Personnel Secretary

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The Personnel Department plays an active role in the business of the Company. As secretary to the Personnel Manager you will get involved in all aspects of the department's work.

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MERRYWEATHER ADVERTISING & SELECTION

**MERRYWEATHER**

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**GORDON-YATES**

Recruitment Consultants

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# From Stubbs to Santa Claus in an airship

It could be said that the group of 10 envelopes offered by Christie's on December 7 are illuminations of a sort. They are hand-painted by Major Hugh Rose of the Black Watch and addressed to the Prince of Wales, later the Duke of Windsor, between 1904 and 1916. One of 1907 showing Britain's first military airship, with Santa Claus aboard, is expected to be the most expensive at more than £1,200.

Two notable country house sales will be held this month. The

Christie's South Kensington has a different class of house sale on, December 1, when it offers a dolls' house made and fully furnished in Dublin in the 1840s. I do not know

However these last are likely to be overshadowed by the Picasso harlequin at Christie's the previous day, which the auctioneers expect to become the most expen-

1



## CRICKET

# New Zealand team fight to shake off mystery illness

From Javed Akhtar, Bangalore

Almost the entire New Zealand team has been struck by a mysterious illness on the first day of the first Test against India, seriously jeopardizing their chances of making a fight of the match.

"Eleven of the players have high fevers, shivering and upset stomachs. It would be easier for me to tell you the names of those who are not ill," a worried Ken Doss, the manager of the New Zealand team, said yesterday. "They fell ill one by one from 10 last night till two this afternoon."

He said they did not know whether it was a viral attack, a chill or food poisoning. "We are not blaming anyone. I suppose it is a hazard of a team travelling. We are keeping our fingers crossed and hope that they will get well enough by the morning."

Among those suffering is Richard Hadlee, their leading all-rounder and one of the unbeaten batsmen, though his partner John Bracewell is among the four not affected by the illness. The other three to have escaped the attack are Ian Smith, Ewen Chatfield and Evan Gray. The New Zealanders attended a party on Monday hosted by the local Karnataka State Cricket Association.

If New Zealand are able to resume, the first task of their batsmen will be to add 40 runs to their first innings score of 145 for six to avert a follow-on.

Wright, the New Zealand captain, admitted that his team had a lot of hard work ahead and agreed with Vengsarkar that the pitch was taking a lot of turn. "It would have been nice to have won the toss. In a situation like this, you have to adapt yourself and the toss becomes crucial," Wright said.

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On the turning pitch of the Chinnaswamy stadium, which has afforded considerable assistance to the spinners, that target is not going to be easy to achieve.

The Indian captain, Vengsarkar, was not satisfied with the showing of his spinners. "They cannot ask for better conditions than this to help spinners and should have run through the batting. The way the wicket is turning, I am confident that we will win this Test," Vengsarkar said.

Wright, the New Zealand captain, admitted that his team had a lot of hard work ahead and agreed with Vengsarkar that the pitch was taking a lot of turn. "It would have been nice to have won the toss. In a situation like this, you have to adapt yourself and the toss becomes crucial," Wright said.

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## Andrew Longmore meets Louise Aitken-Walker, a woman in a macho sport



Throwing dust in male eyes: Aitken-Walker, the lady who wants to be good, chasing recognition at the wheel of her Peugeot

# The First Lady of rallying

Halfway through last year's RAC Rally, the all-knowing

rumor of the press test was disturbed by a spontaneous burst of applause. After three heroic days, Louise Aitken-Walker's rally had ended and the Press wanted to say thank you. Thank you for being British, thank you for providing a good story. Louise Aitken-Walker is happy to accept the gratitude — at least for the moment.

As a woman in a macho sport, Aitken-Walker has had to accept the novelty as well. Novelty is always good copy and, after all, novelty equals publicity equals sponsorship equals opportunities. So no one can complain. But she will tell you, in borders tones which brook no argument, that there comes a time when the equation has to be broken. Talent will out, whatever the gender.

"Rallying is still a male-dominated sport, and though I know it is not, it is not a fair game. I think I can do it, but I need to be accepted by the other competitors very quickly, it has been far more difficult to get acceptance from sponsors," she said. "It's hard enough for British drivers to get backing, anyway, but people are frightened to put money behind a female driver. It's all right for the sake of a bit of publicity, but

they reckon you won't be too competitive. That makes me really mad. I have to pull them out of the office and say 'Look, this is what I can do because otherwise they won't believe you.'"

A quick glance through Aitken-Walker's biography should dispel such cynicism: member of the junior British rally team for three years, class winner in the 1985 British National Rally Championship and in the 1987 Open Rally Championship, both in the Peugeot 205 GTI, and perhaps the most outstanding achievement of all, second over-

all in the Carat Rally earlier this year in the 1.9-litre Peugeot. It is an impressive list of achievements for someone who took up the sport only when her two brothers entered her for a "find-a-lady-rally-driver" competition nine years ago.

Until then, her qualification for rallying was purely geographic. Brought up on a farm in the Borders, she had the same background as Jim Clark and Andrew Cowan. Oh, yes, and her father let her stand on the driving seat and steer the family's Land-Rover around the farm. Her legs were not long enough to reach the pedals, so he placed a turnip on the accelerator.

Cowan lived only three miles away and it was under his guidance that Aitken-Walker, at the age of 20, had her first lesson in rallying, sliding a battered old Hillman round a field. "He was a brilliant tutor, very patient. I was a bit chicken then, but I mean leaving the Peugeot team which has brought her that success. Next year the odds are that she will be at the wheel of the new 16-valve Vauxhall Astra and the Lombard could be her farewell performance in the Peugeot. This time she would like the applause not just for being a novelty, but for being good."

At the age of 28, she wants to drop the "lady" bit, even if it means leaving the Peugeot team which has brought her that success. Next year the odds are that she will be at the wheel of the new 16-valve Vauxhall Astra and the Lombard could be her farewell performance in the Peugeot. This time she would like the applause not just for being a novelty, but for being good."

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# Desert Orchid primed for another fine exhibition

By Mandarin (Michael Phillips)

For the second year in succession Desert Orchid will have two opponents in the Boxing Day Trial Chase at Kempton today.

Twelve months ago they were Bishops Yarn and Gaiway Black, who were both flailing their seasonal debuts. Today they are Panto Prince and Sun Rising, who have at least had a race this autumn.

Panto Prince's outing was at Devon & Exeter where he was beaten comprehensively by Desert Orchid's stable companion Barnbrook Again. Sun Rising appeared at Ascot where he was caught on the line by Bajan Sunshine.

Desert Orchid has taken the same route to Kempton that he followed last year by again giving us a delightful exhibition of fast, flamboyant jumping at Wincanton first time out.

Although this promises to be a much better race than last year, I will still be surprised if Desert Orchid is not victorious yet again.

Due to the prevailing firm ground, the rest of the programme is disappointing in the main and none more so than a turn-out of only two for the BMW Series Qualifier Chase, which looks at the mercy of the 1987 Triumph Hurdle winner, Alesse Success, who won his first steeplechase by 12 lengths at Stratford earlier this month.

Last year, the Staines Conditional Jockeys Handicap

Chase was won by Latin American.

This time, though, the Tim Forster-trained 11-year-old looks like being hand-pushed to cope with the recent Newbury winner Landing Board, who clearly goes well for David Skyrme.

Penalty Double, my selection for the Motorway Novices Hurdle, won his bumper at Fairyhouse in Ireland before joining Charlie Brooks's in-form stable, while Go For Run ran well enough in the race won by Peter Prince at the last meeting on the Sunbury track to suggest that he ought to be capable of putting this experience to good use against the newcomer Lymphoric in the Junior Novices Hurdle.

At Worcester, David Nicholson is hopeful of having a double for his owner Mrs Margaret Rogers with Battle Run and Alaska Run who, as their names might suggest, are both by that influential jumping stallion Deep Run.

I think that Battle Run could well be capable of winning the first division of the Rayburn Heritage Novices Hurdle after shaping with such promise behind Penny Forum at Kempton.

However, I doubt Alaska Run, who has been hobbled since last season, beating Vics Landing in the Fred Rimell Memorial Novices Chase. For Vics Landing really caught the eye at



Royal challenge: The Queen Mother's Sun Rising takes on David Elsworth's flying grey Desert Orchid in the Boxing Day Trial Handicap Steeplechase at Kempton today

Kempton first time out when he was runner-up to Canford Palm.

Romful Prince, who carried 3lb more than his allotted weight when he was by ten lengths at Devon last week, must now carry 13lb more than his correct mark in the Aga Handicap Hurdle, even with a 4lb penalty.

In the circumstances, I doubt him being quite good enough to beat Hope Diamond.

Finally, on a day when good bets look conspicuously thin on the ground, Hollywood Man stands out as a nap material to win the second division of the Rayburn Heritage Novices Hurdle, having beaten Gunner Stream by five lengths last time out.

Since then Gunner Stream has himself won by eight lengths at Hereford.

Caufield post Michael Caufield, who has worked in racing for the last eight years, has been appointed secretary to the Jockeys' Association. Caufield takes up the appointment on December 1, replacing Matthew McCloy who has been acting secretary since Jack Brooks left in April.

## Moore is charged by Hong Kong authorities

The Royal Hong Kong Jockey Club (RHKJC) has charged jockey Gary Moore with up to 100 breaches of the rules of racing following his refusal to give evidence at a trial involving alleged corruption in racing in Hong Kong. The inquiry was held, almost certainly in Moore's absence, on December 12.

The action was taken after Moore, the reigning French champion jockey, lost the immunity from racing charges that he had enjoyed since his arrival in Hong Kong. The inquiry was held, almost certainly in Moore's absence, on December 12.

The action was taken after Moore, the reigning French champion jockey, lost the immunity from racing charges that he had enjoyed since his arrival in Hong Kong. The inquiry was held, almost certainly in Moore's absence, on December 12.

As of this moment I have not received any formal notification from the Jockey Club. I was told yesterday that I can only comment on what I have read in the Press.

"It is correct that I gave evidence at the trial in May. By doing so I was honouring a personal commitment I had made two years previously with Peter Anderson, the senior officer responsible for the case, after he had received the agreement with the Jockey Club. While I have since decided, for personal reasons, not to make myself available for the retrial, I have been advised by my solicitors that having given evidence at the trial (and not withdrawing it subsequently) I have no further obligation to the Jockey Club."

Moore said he had received the letter which the Jockey Club have sent him.

## Jockey Club defers new weight rule

The Jockey Club has deferred implementation of its recent change to weighing-out procedures.

Last week, it was announced that, from November 21, certain items of equipment (including blinkers, breastgirth and martingales) would be weighed out by the Jockey Club, thereby making them overweight.

But, after representations from the National Trainers' Federation, which expressed disappointment that the new rule had been set out without consultation, the stewards have decided to await a discussion meeting.

Jockey Club spokesman David Pipe said: "No date has yet been fixed for a meeting. We are waiting to explain the situation to trainers more exactly and allay any fears they may have about carrying the right kit."

The statement of the new rule will not affect the amendment to Rule 142 which provides a 1lb allowance for all National Hunt jockeys to compensate for the mandatory body protector. This will begin on November 21 as expected.

## Fog curtains Southwell

Fog, which resulted in racing at Southwell being put back 30 minutes yesterday, curtailed the programme to three races, but not before Mary Wilson had ridden Vulgar Warrior, who became her first winner.

Vulgar Warrior, who cost only 500 guineas as a yearling, justified 11-10 favouriteship by leading the Bower and Bower Novices' Chase on his first start.

Most of the race was shrouded in fog, but Jamie Osborne took up the running on Vulgar Warrior after jumping the third fence from home and, clear at the last, the stable jockey was in the lead by seven lengths from Fyde Hill.

Smooth start to new system The first day of the new five-day entry scheme worked well according to the Jockey Club's Director of Operations, Paul Greaves.

"We opened at 2.30 this afternoon and it has been a relatively smooth, quiet start," he said yesterday. "The technology has worked well."

Races were being taken yesterday for Monday's racing at Leicester and Windsor. By early evening, 40 trainers had contacted Weatherby with possible runners. Trainers had until noon today to let off any of their final entries for Monday.

## Jenkins cleared as steroid source remains a mystery

Royston trainer John Jenkins was cleared of administering a steroid to his horse Southernair by the Jockey Club's disciplinary committee yesterday.

Southernair, tested positive after winning the Coomes Handicap Hurdle at Fontwell Park last December, was disqualified, but no action was taken against Jenkins.

The trainer's solicitor, Timothy Maloney, explained: "The committee waived their right to test Jenkins as they were satisfied the substance was not administered by him or any other person on his behalf."

But the question of how traces of Testosterone, a drug which increases the aggression and competitive spirit of a horse, showed up in a sample of Southernair's urine taken after the race remains a mystery.

Colts naturally produce their own Testosterone and the Jockey Club allowed for this when it introduced new threshold levels in October last year, but geldings like Southernair are believed incapable of producing the substance.

However yesterday's inquiry was unable to establish the source of the steroid, and both Jenkins and his solicitor refused to offer any further explanations.

Yesterday's case was the first inquiry to be held by the Jockey Club since the new rules were introduced.

The winner, home bred by Swiers, cost just £350 in stud fees.

Jody's Boy, supported from 7-4 to 11-10 on for the Red Marshall Handicap Chase, also scored by four lengths, easily shaking off top weight rival Trafalgar Blue under the trainer's son.

Jody's Boy has now registered five course wins - four this season.

"Now I expect both horses will run at Catterick on Saturday," Swiers smiled.

Arthur Stephenson, top trainer at the course in recent years, also went away with a double, triumphing in the Southern Minster and Bells Banns.

Southern Minster, starting 4-1 on, swept home by six lengths from Wayside to take the Woodhouse Novices Chase. Alan Merrigan always had his mount well placed and stormed ahead two fences from home.

Not so lucky were Tim Reed and trainer Roy Robinson, who each picked up £100 fines when David Wood finished last of the six to complete.

## Saffron Lord heads early Ascot betting

Saffron Lord is 13-8 favourite with William Hill for the £30,000-added H & T Walker Gold Cup Handicap Chase at Ascot on Saturday.

"He is an intended runner, but our other runner, Eulachid, is not a definite starter," a spokesman for Josh Gifford's Findon stable said yesterday.

"But if the ground was to become very firm by Friday, Saffron Lord could be doubtful as well."

Indeed the weather holds the key to the race. Barnbrook Again, the top-weight, is offered at 3-1 with a run and he, too, could be if an absence if the ground became particularly fast.

## Results from yesterday's two meetings

**Sedgefield**  
Going good to firm.  
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FOOTBALL: IRELAND MANAGER'S WORDS ADD FUEL TO AN ALREADY FIERY OCCASION

BOXING

# Charlton admits to moments of doubt before picking team

From Peter Ball  
Seville

Jack Charlton, the Ireland manager, is usually the most decisive of men, but even he admitted yesterday to moments of doubt before picking his team for tonight's World Cup qualifying match with Spain in Seville.

Those moments of self-questioning had nothing to do with one of those silly rows which break out too often in football. Luis Suarez, the Spanish manager, responding angrily to Charlton's reported criticism of Spain, describing Charlton's comments as "an insult to the national team."

Charlton took all that in his stride, claiming that some anonymous comments had lost something in translation. "There's no way that I could have any slurs on the Spanish team as I don't know them," he added, a statement with a ring of truth to anyone familiar with his frequent difficulty to remember his own team's past.

The spat will have added further fuel to a potentially

Group Six

|            | P | W | D | L | F | A | Pts |
|------------|---|---|---|---|---|---|-----|
| N Ireland  | 1 | 1 | 1 | 1 | 3 | 1 | 2   |
| Spain      | 1 | 1 | 1 | 1 | 3 | 1 | 2   |
| Rep of Ire | 0 | 0 | 0 | 0 | 0 | 0 | 0   |
| Malta      | 0 | 0 | 0 | 0 | 0 | 0 | 0   |

REMAINING FIXTURES: November 16: Spain v Republic of Ireland, December 11: Malta v Hungary, December 21: Spain v Northern Ireland, 1989: January 25: Malta v Spain, February 8: Northern Ireland v Spain, March 8: Hungary v Republic of Ireland, March 22: Spain v Malta, April 12: Hungary v Malta, April 26: Malta v Spain, May 22: Republic of Ireland v Malta, June 4: Republic of Ireland v Hungary, September 8: Northern Ireland v Hungary, October 11: Hungary v Spain, November 16: Spain v Hungary, Malta v Republic of Ireland.

fiery night in the Villamarina Stadium, and selecting a side to survive a fierce examination has caused him some concern. A very conservative manager, who pins his faith in a settled team and a settled pattern, circumstances, or rather injuries, have forced him to make changes.

With Whelan, Sheedy and McGrath missing, Charlton was faced with a choice of evils, either having to rely on inexperienced players or playing one or more of his senior

players out of position. In the end he has compromised, bringing in Sheridan, the young Leeds midfielder player, for his fifth cap and partnering him with the vastly experienced Kevin Moran, who moves up from the back.

Galvin fills the other vacant midfield place wide on the left, Charlton feeling that Brady is not fit, having played only half an hour of first-team football since his return from a knee injury. The moving of Moran forward means that O'Leary returns after a two-and-a-half-year absence, and his speed will be an asset against Butragueno.

Even so, the decision to play Moran in a position foreign to him, apart from a brief spell at Manchester United in the days of Dave Sexton, represents a gamble, but Charlton felt that the player's great experience as a tried and tested international made him a better bet than the inexperienced O'Brien. He is forced to bring in Steve Staunton, a Liverpool reserve player, at left back.

"Picking the team for this match was the most difficult ever," Charlton reflected at the team's magnificent Parador Nacional headquarters in the old town of Carmona. "I am going to have to give responsibility to people whom I've never had to give that responsibility to before and I don't know how they will react."

"I don't like doing different things, and I didn't want to change our game."

## Chance for Portugal to begin their atonement

Lisbon (Reuters) - Portugal hope to take the first step towards restoring their World Cup prestige when they play Luxembourg in a group seven qualifying match here.

Portugal went out of the 1986 tournament in disgrace, their early exit marked by national uproar over the players' threat to strike for more money, just before a match with Mexico. The team were banned from ever playing again for their country but were recalled after second-round sides failed miserably against top opposition.

The national coach, Julio Cernadas Juca can now count on a full-strength squad that includes seven of the Mexico veterans as well as Barros, aged

22, who has starred as an attacking midfielder player since joining Juventus this season. In a match with Luxembourg, Portugal will line up alongside Jordao, aged 36, who was called up after enjoying a new lease of life with Setubal. Belgium visit Czechoslovakia in the same group with an untied line-up. Their coach, Guy Thys, who has been forced to revamp his side following injuries to four key players, Ceulemans, Clijsters, Versavel and Severeyn, faces the prospect of losing a fifth, Emmers.

With only prestige at stake in Rome where Italy receive the Netherlands, the Dutch are likely to comply with a request from AC Milan to spare Gullit so he can recover from a thigh strain.

## Español set to sign Heath

By Ian Ross

Adrian Heath, the Everton forward, is expected to join Espanol within the next two weeks. Unable to command a regular first team place at Goodison, the 27-year-old Heath has made his displeasure clear and if Espanol can meet the £500,000 asking price, he seems certain to leave.

Colin Harvey, the Everton manager, said yesterday: "If Espanol do make an enquiry, we will obviously listen very closely to what they have to say."

Heath, aged 27, who has made more than 200 senior appearances for Everton, admitted that he would welcome a change of club. "I think that everyone is aware of the situation I am now in at Everton. I am a squad member but that is not enough for me. I am a manager's pet," said Heath, who has written to the club asking that if the right offer

came in, he will allow me to leave. "I want to play first-team football. I have given Everton seven good years' service and I hope that that will count in my favour."

"I have always fancied going abroad, and looking at things realistically, I may never get another chance like this."

The news will disappoint a host of English clubs - including Aston Villa, Derby County and Manchester City - who have been attempting to sign Heath over the past three months.

● Oxford United last night had a £300,000 bid accepted for Garry Thompson, the out-of-favour Aston Villa centre-forward (Chris Moore writes).

Thompson, joint top scorer in

last season's promotion-winning side, has been given permission by Graham Taylor, the Villa manager, to discuss the move with Brian Horton, the new manager at the Manor Ground, although Thompson is unlikely to commit himself before considering other offers.

Taylor confirmed last night that other "interested parties" had been informed that Villa had now received an acceptable offer for Thompson.

Portsmouth, Manchester City, Leeds United and Birmingham City have all made enquiries about Thompson since he lost his place at Birmingham, meanwhile, have denied any interest in Caton, the Oxford United defender, but they could try to sign Dyson on a month's loan from West Bromwich.

## Injuries pose problem in Glentoran rematch

By George Ace

Glentoran and Portadown who, a few weeks ago, fought out a NIT Gold Cup semi-final, meet again tonight in a Roadery Cup semi-final at Windsor Park. As the Gold Cup match at Seaview, Portadown won 3-0 after a penalty shoot-out, both sides clearing four goals after extra time - the first domestic defeat for Glentoran this season.

Injury problems have caused Glentoran to make a hesitant start in the Irish League Championship and after three games they are five points adrift of tonight's opponents who share top place with Linfield, both with 100 per cent records.

Tommy Jackson, the Glentoran manager, said: "We might be short on players but not on goals." Glentoran have nine players sidelined with injuries and suspension.

Billy Caskey and the captain, Jim Cleary, have outside chances of making the team but

the line-up will not be known until shortly before the kick-off.

● Southampton have rewarded their full-back, Ray Wallace, for an outstanding start to his career by giving him a contract which will keep him at the Dell until 1991. Wallace helped make history when he joined his former club, Southampton, in the Southampton team which faced Sheffield Wednesday last night. It was the first time three brothers had appeared in the same team in a first division match since 1910.

All three have played in the team for the last seven matches.

● Hereford have signed the Nottingham Forest central defender, Russell Bradley, aged 22, on a month's loan. The fourth of his brothers has also signed. Sean Kimberley, aged 20, a former Leicester City apprentice who was with Notts County last season, on a month's contract.

## Gloomy for Bolton as fog shrouds ambition

By George Chesterton

Repton School..... 2  
Bolton School..... 0

Repton scored early in the first half and late in the second yesterday on a bleak, foggy day. The first 10 minutes saw the best football of the match with both sides putting together crisp moves.

Repton had the edge even at this early stage, making good use of their wide pitch and giving Tripper, their fast winger, several chances to show his speed. After nine minutes a neat, well-timed pass by Cunningham gave Wall a chance which he took well and Repton were one up.

With two minutes to go in the first half Bolton had a good opportunity in front of goal but they did not capitalize.

After the interval, as the fog thickened, it became difficult for either side to play constructive

football, though territorially Repton still had the advantage, with Hough giving an accomplished display in the Bolton half. Bolton's manager, John Macdonald, was brought down in front of goal and Gillespie made no mistake from the ensuing penalty.

REPTON: A Lynamore, N. Sweeney, A. Hough, J. Smith, D. Jones, P. Cunningham, M. Hunter, M. Wall, J. Tripper (C), J. Crow, J. Macdonald, R. Gillespie.

BOLTON: M. Hough, J. Smith, D. Jones, P. Cunningham, M. Hunter, M. Wall, J. Tripper (C), J. Crow, J. Macdonald, R. Gillespie.

Referee: M. Wals (Derby).

## St George and Trusted slay Bradfield dragon

Schools football by George Chesterton

St George scored twice for Eton at Bradfield, one goal coming in each half, both being the result of excellent crosses from Trusted, Bradfield nearly equalized before half-time when Bowden hit the post.

Charterhouse had a similar result against Highbury. Highbury, well marshalled by Jay in midfield, had the best of the early exchanges, but just before half-time Benham scored for Charterhouse. Their second goal was tapped in by Austin from a corner midway through the second half. Charterhouse defeated Aldenham 3-0 earlier in the week.

Westminster entertained Kimbolton and held them for the first 20 minutes. Ramply put Kimbolton ahead from a free kick. In the second half, during a hectic 10-minute period, the visitors scored three times. Harris had two goals, his second

being a fine individual effort, and Ramply had the last. Westminster pulled one goal back with the last kick of the game.

Lancing were at home to King Edward's. Widdowson went down 2-1. Lancing had their chances in the first half but King Edward's scored before half-time and then went two ahead. Halls reduced the deficit but despite pressure Lancing could not score again.

In a spirited contest Manchester Grammar School and Wolverhampton Grammar School shared the honours with three goals each. Manchester dominated the first half, crossing over one 1-0 up. Wolverhampton scored twice from two weak clearances shortly after the interval. Then it was Manchester's turn to score twice in succession, and with one minute to go Roberts came forward to equalize for Wolverhampton with a well-struck shot.

## Inquiry to range wide

Paul Newman

Toronto (Reuters) - A judge yesterday opened a federal investigation into the use of illicit drugs by amateur athletes in Canada, focussing on the scandal caused when Ben Johnson was stripped of his Olympic gold medal.

Justice Charles Dubin announced he would examine the role Johnson's associates played in making him the world's fastest man.

"Are Canadian athletes being exploited by others who, for financial gain or other reasons, risk the reputation and health of our athletes?" Dubin asked. "The responsibility is obviously not that solely of the athlete, and we will, therefore, inquire into the responsibilities of the self-governing sports federations, both national and international, and of coaches, trainers, physicians, agents and the like."

## Opie signs £30,000 contract

By Colin McQuillan

Women's squash, so long the poor relations of the men's game, appears to have come into money. As Cannon's Clay yesterday, Lisa Opie, the British champion, signed a three-year, £30,000 clothing sponsorship contract with Reebok while Alex Cowie, the England coach, talking of her plans for spending a £1,000 Dextroal coaching award presented to her by the British Association of National Coaches.

Opie, the first woman to play in the American Express Premier League, lost 2-6, 9-3, 9-5, 9-3 at fifth string to David Lumsden in the second division match between Nottingham and Kingston North East.

"I was hardly there long enough to register the history of the moment," she said. "I was playing Bundesliga in Germany on Sunday, talking with Reebok in Lancaster on Monday morning, on Tyndeside Monday evening, and here at Cannon's early today."

She will play regularly for Nottingham, a club which has been her playing base since she left her Guernsey home in the early 1980s.

"We are at that level of the men's game is great match practice. David Lumsden was Durham County champion and plays the sort of good open game on which I can work. If I had managed the third game I might have got a result. Certainly I can win at that level."

Cowie, who won her award for coaching Opie and her England senior colleagues to world team championships in 1986 and 1988, is to use the money researching mental and psychological aspects of sports team management.

## Gibson faces Sweden's number one

Anne Gibson, the former European junior bronze medal winner, has been rewarded for her promising early-season form by being chosen for the Scotland team to face Sweden at Irvine on November 23.

The Dumfries player will have her work cut out against Christine Magnusson, the Swedish No. 1.

Pertti's Anthony Gallagher takes the No. 1 men's singles spot. He is paired with Ian Pringle, who also faces China later tonight in the only change from the team to face Sweden is Gillian Martin (Brookfield) who has been added for the extra men's singles tie.

The selectors have delayed announcing a mixed doubles pairing, but the Scottish Open at Auchinleck on November 24

## Higgins's opponent is man with a grievance

By Steve Acteson

Tony Knowles and Alex Higgins will meet in tournament play today for the first time in 10 months, with Knowles having distinctly unhappy memories of their last encounter. He believes he has a score to settle with the Irishman in their Tessen's United Kingdom championship fourth round match.

The last meeting, at the Benson and Hedges Masters at Wembley, was paired by an unseemly argument. Higgins, who eventually won 5-4 from 3-1 down, complained to the referee, John Street, that Knowles was deliberately straying into his line of vision by taking too long to vacate the playing area after shots.

Knowles was incensed by such suggestions of gamesmanship and is intent upon revenge in what could prove to be a highly-charged affair. But, then again, whenever Higgins plays at the Guildhall, Preston, it is always the same.

In yesterday's fourth round match against Neil Foulds, the world No. 3 was one of several leading

## Trinidad's task

Trinidad and Tobago, vying for one of two spots from the CONCACAF region for the 1990 World Cup, will play their first match in the qualifying round against the United States next May. Other qualifiers in the group are Costa Rica, El Salvador and Guatemala.

## FOR THE RECORD

AMERICAN FOOTBALL  
NATIONAL LEAGUE (NFL): Buffalo Bills 31, Miami Dolphins 0.

BOXING  
JOHANNESBURG: Middleweight (12 rounds): Nigel Johnson (S) vs Charles Coetzee (A), 7th rds.

FOOTBALL  
INTERNATIONAL MATCH: Greece 3, Hungary 2.

EUROPEAN UNDER-21 CHAMPIONSHIP: Czechoslovakia 4, Belgium 1.

OVERSEAS PAPERS COMBINATION: Fulham 3, Oxford United 3; Ipswich 1, Millwall 0; Tottenham 4, Charlton 1; West Ham 0, 2-2 lead.

VAUXHALL OPEN LEAGUE: AC Delco Celtic 1st round: P. Sweeney (S) vs R. Gillespie (A), 1-0; R. Gillespie (A) vs P. Sweeney (S), 1-0.

SCHOOLS MATCHES: Middlebury: Tripper 3, Hough 2; North: Leicester 3, South: Plymouth 3; 386 Trinity: Cheshire 0, Greater Manchester 0; Lincoln: Lincoln 1, North-East England 4, Maccles 2.

GOLF  
US PGA TOUR: Leading money winners (US dollars): 1. C. Sorenstam, \$1,147,544; 2. C. Sorenstam, \$1,147,544; 3. J. Sorenstam, \$1,147,544; 4. J. Sorenstam, \$1,147,544; 5. J. Sorenstam, \$1,147,544; 6. J. Sorenstam, \$1,147,544; 7. J. Sorenstam, \$1,147,544; 8. J. Sorenstam, \$1,147,544; 9. J. Sorenstam, \$1,147,544; 10. J. Sorenstam, \$1,147,544.

## TENNIS

NEW YORK: Virginia Slims championship: 1st round: P. Sweeney (S) vs R. Gillespie (A), 1-0; R. Gillespie (A) vs P. Sweeney (S), 1-0.

DETROIT: Men's Grand Prix tournament (US dollars): 1. C. Sorenstam, \$1,147,544; 2. C. Sorenstam, \$1,147,544; 3. J. Sorenstam, \$1,147,544; 4. J. Sorenstam, \$1,147,544; 5. J. Sorenstam, \$1,147,544; 6. J. Sorenstam, \$1,147,544; 7. J. Sorenstam, \$1,147,544; 8. J. Sorenstam, \$1,147,544; 9. J. Sorenstam, \$1,147,544; 10. J. Sorenstam, \$1,147,544.

## RACKETS

QUEEN'S CLUB, West: Nottingham: Neil Breen (P) vs Robert O'Neil (S), 1-0; R. Gillespie (A) vs P. Sweeney (S), 1-0.

HOLLYPORT, Manchester: National League: 1st round: P. Sweeney (S) vs R. Gillespie (A), 1-0; R. Gillespie (A) vs P. Sweeney (S), 1-0.

## REAL TENNIS

QUEEN'S CLUB, West: Nottingham: Neil Breen (P) vs Robert O'Neil (S), 1-0; R. Gillespie (A) vs P. Sweeney (S), 1-0.

HOLLYPORT, Manchester: National League: 1st round: P. Sweeney (S) vs R. Gillespie (A), 1-0; R. Gillespie (A) vs P. Sweeney (S), 1-0.

## SQUASH RACKETS

AMERICAN EXPRESS PREMIER LEAGUE: 1st round: P. Sweeney (S) vs R. Gillespie (A), 1-0; R. Gillespie (A) vs P. Sweeney (S), 1-0.

HOLLYPORT, Manchester: National League: 1st round: P. Sweeney (S) vs R. Gillespie (A), 1-0; R. Gillespie (A) vs P. Sweeney (S), 1-0.

## AWARD DOUBLE

Mats Wilander and Stefan Edberg, are among five nominees for the tennis Player of the Year award, the Association of Tennis Professionals (ATP) announced in New York. Others on the shortlist are Andre Agassi (US), Ivan Lendl (CZ) and Kent Carlsson (SWE). The award, from a vote among the ATP's membership, will be presented on November 29.

## RUDDY

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Star of Cup stage and screen: Gowan, the manager of Brandon, all keyed up for the big day

## Dalton gang out to show the scouts how they can shoot

Thirteen months ago Paul Dalton was a painter and decorator who played his football in the Middlesbrough and District Sunday League. Today he has a two-year contract with Manchester United and is on the verge of the Old Trafford first team.

Dalton, aged 21, became one of non-league football's most wanted players within weeks of signing for Brandon United last October. When the Skol Northern League club travels to Doncaster Rovers on Saturday in the first round of the FA Cup, Ray Gowan, the manager, will be hoping that Dalton's strike can inspire his team. Gowan considers at least four more of his young side good enough to play professionally, and the Cup game could be the perfect stage on which to state their case.

"Paul's move has shown us what a player's potential can be," Gowan said. "We now have this contact with Manchester United, and Alex Ferguson has told me that they have started to look more closely at players from our level because they can still pick them up relatively cheaply. As soon as he mentions a player to a GM Vauxhall Conference club, they start talking about fees of £70,000 or £80,000."

More than half of Brandon's League club nearby, the competition for players is intense. Unable to offer anything more

than travelling expenses, Gowan frequently loses players to rivals and spends every Sunday morning scouring local park football for new talent.

Gowan, a Londoner who moved to the North-East 22 years ago, said: "There is a huge amount of untapped potential in this region. It's still a genuinely working-class area and there is this great football tradition here. It's a real achievement for any club here to reach the first round proper of the FA Cup, because the local competition is very fierce."

## FA CUP

Brandon have built a reputation as a good cup team and are making every effort to build on it. Gowan has had Doncaster watched twice and saw for himself when they lost 5-0 away to Grimsby Town last week. Recently he has even rested his centre-half, Richardson - who will be anxious to prove a point against his former club on Saturday - because he was only one booking away from missing the game through suspension.

If all his meticulous planning should fail, Gowan will perhaps be hoping that something of the club's Manchester United connection will rub off on his players as part of the deal which took Dalton to Old Trafford. United handed over one of their reserve strips, which match Brandon's first-choice colours.

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